THE Publishers' Weekly

The American Book Trade Journal

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To be Published on January Third, 1920

A new Wild West story by the author of "THE OWNER OF THE LAZY D"

LYNCH LAWYERS

By WILLIAM PATTERSON WHITE

This author made his debut with "The Owner of the Lazy D," a story which reflects the very spirit of the Wild West in its quickness "on the draw," its loyalty to friend and grudge to foe, and its proneness to assist the law by methods brusque, painful, and lawless.

Now comes another tale of the same sort,—a tale of a cowboy and hold-up agents, of a man falsely accused of murder, and of his charming daughter,—and of some dozen or more who aid and abet the leading characters.

☛ There is no dull moment in LYNCH LAWYERS

Frontispiece by Anton Otto Fisher. $1.75 net

LITTLE, BROWN & COMPANY *Publishers*, Boston, Mass.

Standard Aids to Bookselling

The following items are needed "tools" for the bookseller—reference books that should be in every properly equipped office of publisher or retailer.

1. THE PUBLISHERS' TRADE LIST ANNUAL, 1919, containing the catalogs of publishers with all their changes in prices. $3.50 net

2. AMERICAN BOOKTRADE MANUAL, 1919, containing complete directories of publishers, booksellers, organizations, etc. 8vo cloth, $5 net

3. PRIVATE BOOK COLLECTORS, containing the names and addresses of nearly 3000 active buyers of books with their "hobbies" mentioned. 8vo cloth, $10 net.

4. AMERICAN EDUCATIONAL CATALOG, 1919, with complete "school-book" list and all the latest price changes. 8vo cloth, 60 cents

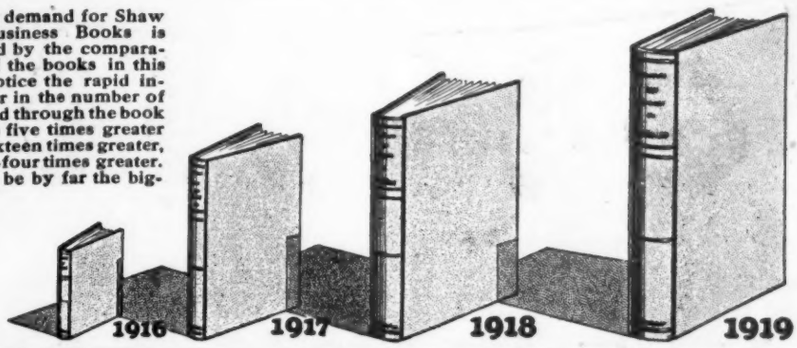
5. AMERICAN LIBRARY ANNUAL 1917-18, containing an important directory of public libraries in the U. S. and Canada, with names of librarians and data indicating their importance as book buyers. 8vo cloth, $5 net

6. ENGLISH CATALOGUE OF BOOKS FOR 1918
8vo Cloth, $3 net

The Publishers' Weekly

62 West 45th St.
New York

THE growing demand for Shaw Standard Business Books is clearly indicated by the comparative heights of the books in this little chart. Notice the rapid increase each year in the number of Shaw Books sold through the book trade. 1917 was five times greater than 1916, 1918 sixteen times greater, and 1919 twenty-four times greater. Next year will be by far the biggest year yet.



For 1920-Business Books!

NEXT year is to be the biggest business book year that the country has ever known. No need to call in a soothsayer to learn this. Facts alone are sufficient. Consider Shaw Standard Business Books, for instance. Every year dealers report a substantial increase in sales. This year bookdealers will sell more than twenty times the quantity of Shaw books they did in 1916. A steady, swift growth every year. And 1920 will be still bigger!

Are you ready to meet the growing demand?

Of course, it's your intention to see that your stock of Shaw Standard Business Books is ample. But so that you won't be subject to any delay we suggest that you place your order early—right now. You will be given January dating. For 1920 is going to be an unusually brisk year. Serious-minded men and women, anxious to solve the problems arising in their work and eager to forge ahead more rapidly, naturally turn to Shaw Standard Business Books. Shaw books satisfy them; they reveal the "hows" and "whys" of business success; describe in detail the methods that win out where other methods fail. Small wonder the demand is big and growing still bigger.

1920's "best sellers"

From all indications the Shaw Standard Business Book "best sellers" for 1920 are the following titles. As a foresighted bookdealer, isn't it good business to check these titles against your stock and order a quantity of those on which you are "low?"

How to Write Business Letters, *Walter K. Smart, editor*	$1.35 net
The Knack of Selling, (3 vols.) *Herbert Watson*	2.00 "
Accounting as an Aid to Business Profits, *Wm. R. Basset, C. P. A., M. A. I. of A., M. S. of I. E.*	5.00 "
Advertising and Selling Practice, (Shaw Business Training Series) *John B. Opdycke*	2.50 "
The Automatic Letter Writer and Dictation System, *W. H. Leffingwell, editor*	6.00 "
How to Find Factory Costs, *C. Bertrand Thompson*	2.50 "
Making the Office Pay, *W. H. Leffingwell, editor*	5.00 "
Personality in Business, *John North Willys, Samuel Miles Hastings, and others*	2.00 "
The Knack of Managing (3 vols.) *Herbert Watson*	2.00 "
Attracting and Holding Your Customers (Shaw Retailing Series), *Wheeler Sammons, editor*	3.00 "
Making More Out of Advertising (Shaw Retailing Series), *Wheeler Sammons, editor*	3.00 "
Office Training and Standards, (Shaw Business Training Series), *Frank C. McCelland*	4.00 "

Tap this rich vein

This fact cannot be repeated too often: Business book readers are growing in numbers from day to day. Thousands of copies of Shaw Standard Business Books are being sold by several hundred dealers who are carrying the line, helping their customers to larger earnings, increasing their purchasing power to buy more books. The dealer who stocks the timely, helpful books that business men are looking for is certain to notice a marked difference on the profit side of the ledger. Order today.

Shaw Standard Business Books

Published by the A. W. Shaw Company

Largest publishers of business literature in the world

New York **Wabash Avenue and Madison Street, Chicago** London

Canadian Agency:
Musson Book Company, Ltd., Toronto, Ontario

A few Foreign Agencies still open
Correspondence invited

IN THE SHADOW OF LANTERN STREET

By HERBERT G. WOODWORTH

Conger Howe for the first fifteen years of his life was brought up as a Chinese boy. Brought to America, his education as a Chinese never completely leaves his soul and the complications which this brings, in his relations with women, gives a strong realization of the difference between the ideas of the Orient and of the Occident. There are striking scenes, dramatic situations, and fundamental ideas which make this novel an unusual combination of drama and intellect.

Ready in January. Place Your Order Now.

Price, Net $1.75

Publishers **SMALL, MAYNARD & COMPANY** ***Boston***

The Publishers' Weekly
FOUNDED BY F. LEYPOLDT

December 27, 1919

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Book-Trade Co-operative Service

THE American book-trade has before it, we feel reason to believe, an opportunity for sound and wholesome expansion thruout this great country, for the purpose of realizing more fully its book buying capacity. The sale of books in this country is by no means commensurate with the education and purchasing power of the community, and the organization of our book-trade does not compare favorably as to efficiency and sales power with those in other countries. The success of Children's Book Week, in which bookstores and libraries thruout the country co-operated with publishers in placing more and better books for children in the home, has shown what can be done by well directed and concerted effort. In wishing the trade a happy New Year, we venture to offer the following suggestions as features of a general policy, which should result in great gain to the trade and to the reading community thru better organization of book-trade facilities:

(1) A comprehensive survey of bookstores and book departments thruout the country with a view to encouraging development in new locations; introducing better cost accounting and better salesmanship in present stores; teaching window and store display; and developing to the full means of attracting a larger book buying public to the local store.

During the summer, distribution conditions were tested out, from the office of the PUBLISHERS' WEEKLY, by an automobile trip thru some smaller towns and cities of a certain portion of New York State. This showed that there was a considerable possibility of developing bookstores from existing stationery, gift or other shops in places not supplied with adequate bookselling facilities, of obtaining the co-operation of local libraries to this end, and of bettering sales in existing bookstores by the introduction of better methods.

(2) Special selling and publicity efforts such as the new Mid-Winter Book Season plan or the plan for emphasizing American heroes and history in all children's book departments in February under the head of "America Month."

(3) A headquarters in New York for the organization of the book-trade, with conveniences and facilities approximating those of a trade exchange or club for the convenience alike of the trade in this city and the visiting trade from other parts of the country.

The American Booksellers' Association has shown in recent years the usefulness of such an organization in the field of the book-trade, and it will soon come to pass that an organization of publishers will be reshaped beyond that which was improvised at the government's demand during the war as an integral part of the book-trade organization, avoiding questions of price, which made trouble for the former organization. There is considerable sentiment in New York in favor of something like a club for the book-trade, but attempts in this direction must be limited by actual possibilities and by the results of practical experience.

(4) The promotion of the erection by private real estate enterprise of a Book Building for special accommodation, tho not specifically limited to such, for publishing, jobbing, importing houses, paper dealers and the like, with basement accommodation for the distribution of books locally and otherwise and with space for headquarters above outlined.

This is an object which can probably be accomplished as conditions of building improve, since it is the tendency of real estate operators to take advantage of the needs of special trades to utilize special demands for such accommodation.

It has been pointed out more than once that the publishing trade, like many others, has its seasonal peaks. In the case of the book-trade, a gigantic peak during the rush of the pre-Christmas season, with a lesser peak in the spring, and at that time bookselling demands that the facilities should be filled and a better average and total reached by special plans to promote bookselling during the less busy seasons.

This office and its staff pledges its heartiest support to all efforts for expansion and progress in the publishing and bookselling field of America and is firmly of the belief that 1920 will be a most important year in book-trade history.

Paper Scarcity

THE widely quoted discussion on paper scarcity that came out of the hearings in Washington on the Anthony Bill has a very direct interest to the publishing world. The Anthony Bill calls for government regulations that will limit the size of daily newspapers to twenty-four pages and the Sunday newspapers to thirty-six, it being claimed by the proponents that unless this was done, the smaller newspapers of the country would be crowded out of existence, because of the capturing of the majority of the supply of news print paper by the larger newspapers. It was claimed that the consumption of print paper during this year will run to 2,100,000 tons, an increase of 26.8 per cent in one year. It was pointed out that twenty papers in four cities use 38 per cent of all the paper consumed in Sunday publication.

While the ton consumption of book paper is comparatively small as compared to news print, there is no doubt that the scarcity of pulp will affect the supply of book paper, and periodicals using book paper would be directly affected, as the Bill proposes to exclude from the mail weeklies of more than seventy-five pages and monthlies of more than one hundred. Mr. Curtis of the Curtis Publishing Company claimed that as these periodicals do not use news print, they should not be brought into the scope of the Bill, as there is in this field no immediate necessity of conserving. Mr. P. S. Collins of the Curtis publications testified that the price paid for book paper by them was 7.75 cents per pound.

There was also much said in favor of curtailing government use of paper, and Senator Smoot announced that he would oppose the publication in the *Congressional Record* of all extraneous matter. Agents for the Bureau of Printing testified that they were scouring the country to find paper to print the government documents. The discussion was heard before the House Post Office Committee. The Committee, after full hearing, decided to postpone any restriction for at least six months. There was a consensus of opinion that the Bill in its present form would not materially remedy the situation, so that the postponement was in order, but there is unquestionably a scarcity in the pulp field that will affect all users of either news print or book paper.

Book Talks for Library and Book-Trade

New York Public Library Inaugurates An Interesting Series

In extending its usefulness as the public library of a great publishing and bookselling center, the New York Public Library has planned a notable series of talks and open discussions to be held on Thursday evenings at the 42d Street Library, Room 213, at eight o'clock. In this series the book-trade is invited to join the librarians for interesting discussion and pleasant contact with groups of similar interest.

January 8—"Forty Years of Publishing." Mr. W. W. Ellsworth, author of "A Golden Age of Authors," and long associated with the Century Company.

January 15—Drama. Dr. S. Marion Tucker, president of The New York Drama League.

January 22—Poetry. Miss Jessie B. Rittenhouse, editor of "The Little Book of Modern Verse," etc.

January 29—History and travel. Miss Josephine Adams Rathbone, vice-director of the Pratt Institute School of Library Science and editor of the A. L. A. publication "Viewpoints of Travel."

February 5—Fiction. Discussion led by Mr. F. G. Melcher of the PUBLISHERS' WEEKLY assisted by Mr. Edmund Lester Pearson of the New York Public Library, and others.

February 12—No meeting on account of Lincoln's Birthday.

February 19—Books for new Americans and foreigners. Discussion led by Mr. John Foster Carr, of the Immigrant Publication Society.

February 26—Some phases of European literature. Miss Mary Ogden White, lecturer and reviewer.

March 4—To be announced.

March 11—Sociology and economics. Miss Corinne Bacon, editor of the "Standard Catalog" series, and lecturer on Book Selection in the Library School of the New York Public Library.

March 18—Biography. Discussion led by Mr. Edmund Lester Pearson, of the New York Public Library, and author of "The Believing Years," etc.

March 25—Books for children. Miss Annie Carroll Moore, Supervisor of work with children in the New York Public Library.

Another Price Maintenance Case

The Grand Union Tea Co., of Topeka sued in Kansas courts the "Meadow Gold" butter people of that city for refusing to sell them butter when they used it for price cutting purposes. The Creamery Co. insisted that all retailers should maintain a margin of at least 3c per pound profit. The defense quoted the Colgate case to justify its stand; the jury were not able to agree and the case was dismissed.

COURT GIVES DECISION TO F. A. STOKES CO. IN THE "DERE MABLE" INFRINGEMENT SUIT

Important Book-trade Case Bars Intentional Imitation of Book Make-up

A decision, important in its bearing on book publishing infringement, was handed down by Judge Gavagan of he Supreme Court of New York in the suit of Frederick A. Stokes Co. vs. the Sherwood Co., of New York, a suit brought in December of last year when the Sherwood Co. issued "The Love Letters of a Rookie to Julie" in a similar style and form to the plaintiff's "Dere Mable. Love Letters of a Rookie." At that time a temporary injunction was granted restraining the Sherwood Co. from further selling of their book and this decision makes that injunction permanent with damages to be fixed later.

The importance of the suit lies in the fact that an apparent intention to deceive the public by a similarity of title and appearance is considered as ample reason for declaring that infringement has been made. To quote the decision which is given in full below:

"It is apparent from the books themselves that the defendant counted on taking unfair advantage of the demand created by the plaintiff. It is unnecessary to prove that any person had actually been deceived by the imitation. The law seeks to prevent the probability of deception."

The case, which reached trial in the first week in December was tried in the 3rd Special Session of the New York Supreme Court, and three or four hours were needed for presentation of evidence and cross examination. Mr. Dominick for the F. A. Stokes Co. testified that he had planned the make-up of "Dere Mable: Love Letters of a Rookie" after a contract had been signed with the author Edward Streeter and the illustrator G. W. Breck; that between the publication date of April 27, 1918, and the publication of "Love Letters of a Rookie to Julie" 500,000 copies of the Stokes book were sold; that he, himself, suggested the sub-title for the book and he showed orders from the trade in which the book was ordered as "Love Letters of a Rookie" only.

Miss Weaver, of the office of the Stokes' attorney, testified that she had asked for "Love Letters of a Rookie" at the Sherwood store in December of last year and was offered the Sherwood publication, and that only. Mr. Ayers, buyer for the American News Co. testified that he had refused to buy the book when offered on account of the apparent intention to deceive and Mr. Chas. A. Burkhardt of E. P. Dutton Co., Mr. Chas. A. Lunny of McDevitt-Wilson Co., and Mr. Frederic G. Melcher of the R. R. Bowker Co all testified that they believed that the Sherwood book would undoubtedly deceive the public.

Mr. Robert E. Sherwood, testifying in his own behalf on the defence, presented for evidence three or four books that he believed were as much like the Stokes book in appearance as was his volume and that in manufacturing his he had followed the pattern of a Doran volume called "Twenty-three and One-half Hours Leave." He claimed that as the cover design of "Love Letters of a Rookie to Julie" had lettering of different design from the Stokes book and as there were two standing figures on his instead of one seated figure that there could be no real intent to deceive. He further produced witnesses who testified that they would not have been deceived by any similarity of the books.

The lawyer for the Stokes Co. laid emphasis on the fact that there was no question of copyright involved but merely a question of intent to deceive and to take advantage of a market demand that had been created by the seven months' selling campaign of the Stokes Co. The court allowed each side to file arguments and has now given the following decision:

Frederick A. Stokes Co. v. Sherwood Co.—The ordinary person to whom the plaintiff's book had been suggested by some reader or as a result of plaintiff's advertising would have in mind particularly the words "Love Letters of a Rookie." The buyer who had also seen plaintiff's publication would have in his mind an impression of its distinctive appearance and would naturally look for a book of that appearance having a title containing the words "Love Letters of a Rookie." In this case the circumstances attending the publication by plaintiff, as disclosed by the record, events then current, the selection of various fanciful elements of color, design and binding, among others, adopted with a view to securing the distinctive appearance mentioned, as well as a peculiar and easily remembered title, consisting of a number of words, are conclusive against defendant. It being apparent from the books themselves that defendant counted on taking unfair advantage of the demand created by plaintiff, it was unnecessary to prove that any person had actually been deceived by the imitation. The law seeks to prevent the probability of deception (T. A. Vulcan v. Meyer *et al*, 139 N. Y. 364). Furthermore, the evidence shows that when the retail buyer asked defendant for "Love Letters of a Rookie" defendant promptly handed out its own book. That the expert book buyer would not be deceived is immaterial. So far as the opinion evidence here is entitled to weight, there is a preponderance in favor of plaintiff. Its witnesses were mostly men engaged in dealing with the average retail book buyer, selling him books. It is not necessary to establish that defendant duplicated every feature of plaintiff's publication. It is enough that the ordinary purchaser making his purchase under ordinary conditions is likely to be deceived, (Frevert Machinery Co. v. Hollander *et al.*, 108 Misc. 168, and the cases there cited) Judgment must be for plaintiff. Submit decision and judgment in accordance herewith. Defendant's requests will be passed upon.

As to "On Sale" In England

Mr. Arnold's Atlantic Article Brings a Rejoinder

The question of "on sale" methods is an old discussion in the English trade and Mr. W. H. Arnold's *Atlantic* article favoring this method of distribution brought prompt response in the trade paper of England, the *Publishers' Circular*. Especially is the editor of that paper unwilling to acknowledge that there has ever been any decline in the vigor of English retail book distribution. We quote him as saying:

"There are few new things in Mr. Arnold's article and the new things are not true things; for instance, his statement that the business of bookselling in the United Kingdom 'has been in a state of decline—a general falling off for more than forty years'; and altho our bookselling has 'not sunk quite so low as here in the United States,' it must be on its last legs according to Mr. Arnold, after forty years' gradual decline. Often he asks us to look at the Western Continental Countries of Europe, ,and what do we find? Why that 'the bookseller is generously prosperous,' and that the reason is to be found in the fundamental differences in the way the business is conducted.

"Before America adopts the 'on sale or return' system we can only hope that a little commission representing publishers, booksellers, and authors, will come over and study conditions here and on the Continent. They would find that instead of a decline there has been a gradual improvement here ever since the ruinous discount to the public system was replaced, or very largely replaced, by the 'net book' system, established over twenty years ago. Our readers who have attended the International Congresses of Publishers held here and on the Continent, during the past twenty years or more, will remember that the maintenance of the fixed price of books and other publications has been insisted upon by representatives of all the European nations as the foundation stone of successful bookselling, and some of the strongest condemnations of the 'on sale or return' system we have heard have been made by German representatives of the book-trade. The American Publishers' Association was established mainly to fight under-cutting in the book trade; it made a great fight at great cost, and the fact that it was beaten and had to dissolve was regretted in all countries.

"The view that the general introduction of the 'on sale or return' system will establish the American bookselling business on a sound and successful basis is, we fear, a fallacy; it is of course, no new thing in this country, and, so far from proving a remedy of proved efficacy it has never been favored generally by publishers or booksellers and certainly not by authors, who so often found that their profit seemed to depend on whether the copies sent out on sale or return—often to the Antipodes—would be sold or returned. And at stock-taking time how unsatisfactory it was to the publisher to find so many copies of so many books with the letters 'C.R.' against them—'country returns,' or 'on consignment' —which so often meant the same thing in the end. And the bookseller did not find much satisfaction in the system—in fact many refused to have books on consignment for good reasons which are too well known to need mention. Trade is not often to be conducted without risk, publishing is risky enough, and we do not quite see how the dangerous risk referred to is to be got rid of by putting it on the publisher and author—especially when the cost of packing, carriage, etc., are higher than ever before."

This discussion in the English trade paper was noticed by Mr. Gregory of Providence, who sent to the *Publishers' Circular* a letter giving the point of view of an American bookseller with 40 years of experience.

To the Editor.

Dear Sir,—You are quite correct in saying, in an article on page 234, *Publishers' Circular*, September 27th: "There are few new things in Mr. Arnold's article, and the new things are not true things." The book-trade in the United States is to-day in good condition. Publishers tell me that the retail booksellers, during the last two years, have been paying their accounts more promptly than ever before. Booksellers tell me that their sales of books are much larger than before the "Great War." This means a good trade. The writer, a bookseller of forty-two years, would be very sorry to see the "on sale or return" system started in the United States, and I think that there are a few booksellers here who endorse the position that Mr Arnold takes in the matter.

The "net" system has done wonders for the bookseller on this side of the water.—Respectfully yours,

H. GREGORY.

P.S.—If we could have fewer books and better ones, it would be more satisfactory, I think, for publisher and bookseller.

Bookstore and Circulating Library,
116 Union Street, Providence, R. I.
October 28th.

Books in Demand at the Library

The following books were in demand at public libraries in the United States during September, according to the statistics appearing in the *Bookman:*

FICTION

1. The Four Horsemen of the Apocalypse. *Dutton.*
2. Dangerous Days. *Doran.*
3. The Re-Creation of Brian Kent. *Book Supply Co.*
4. Christopher and Columbus. *Doubleday.*
5. Saint's Progress. *Scribner.*
6. The Young Visiters. *Doran.*

GENERAL

1. The Education of Henry Adams. *Houghton.*
2. Belgium. *Appleton.*
3. The Seven Purposes. *Harper.*
4. Raymond. *Doran.*
5. The New Revelation. *Doran.*
6. The Years Between. *Doubleday.*

THE CHILDREN'S BOOK HOUSE AT McCLURG'S, CHICAGO

McClurg's Book House

One of the events of Children's Book Week which marked Chicago's very complete observance of the occasion was the opening of McClurg's Children's Book House on the first floor of the Wabash Ave. Store. A clean sweep was made of the wide floor space under the right balcony and an attractive clapboarded house was erected under the direction of Mr. Herbert Gould and put in charge of Miss Ruth Holmes, who has undertaken to be sponsor for the best sort of children's book department in these new quarters.

Mother Goose appeared at the Book House to welcome the children, and Little Red Riding Hood and Little Bo-Peep, the music of the "Bubble Books" was played and there were animal crackers for all to eat. The walls are decorated with original drawings. The Book House idea gave opportunity for very effective newspaper advertising and brought immediate results.

A New Supply Depot for French Books

An undertaking of large potential possibilities for the book-trade of America has recently been launched in New York. The sale of French books in America has never had the advantage accruing from the establishment of a general headquarters.

Mr. Maurice Sloog, antiquarian and art expert, who represented the French booksellers at book sales in New York, has just returned from Paris and has opened at 29 East 28th Street a clearing house for French books and publications, which will be known as the "Agence de Librairie et de Publications," or the "A. L. P." Books from all the French publishers will be found there, and weekly shipments will keep the American dealers supplied with the latest publications.

The A. L. P. will send weekly lists to all the dealers, librarians and institutions, keeping them posted with all the new publications. It will also represent in the United States the "Messageries Hachette" of France, the "Societa Generale del Messaggerie Italiana" of Rome, the "Sociedad Generale de Libreria Espanola" of Madrid, the "Depot Central de Librairie" of Geneva, "Nilson & Lam" of Amsterdam, the "Librairie Française" of Buenos Ayres and the new branches which have just been opened in Bucharest (Roumania), Alexandria (Egypt) and Yokohama (Japan). The A. L. P. will be able to handle American publications in those countries where the demand is increasing every day.

The A. L. P. will be the sole distributors in the United States for Hachette & Co., Pierre Laffitte & Co., Ollendorff & Co. and Les éditions illustrées, of Paris.

IN THE FIELD OF THE RETAILER

Handling the Special Order

A friend of mine once remarked, "why is it that book salesmen are the most indifferent people I have ever met?" His statement puzzled me until I learned that he had gone into a store for a book not widely known, and the salesman not knowing the book replied, "We haven't it," and walked off Knowing that it was the firm's custom to order any book not in stock, my friend waited until another salesman was at leisure, then asked again. This man was a *salesman,* looked up the book and promised delivery the next day. And it *was* delivered the next day.

Here is a very important part of a sale, the delivery. Some people, for reasons sometimes best known to themselves, will insist that a book be delivered at a stated time. Sometimes a firm is imposed upon in this insistence. They seem to feel that by paying $1.75 or $2.00 for a book, all other business should be dropped until that book is safely in their home. This kind of a customer requires diplomacy. It is not fitting or necessary to say bluntly, "No, I can't deliver this to-day." Regret should be expressed that it will be impossible to make a special order of the book but that it will be delivered at the very next shipment of goods—and care be taken that it *is* sent out at that time. A shipping clerk should be consulted as to special orders before saying yes. Better say no, and if necessary lose a sale, than say yes, and not make good.

Of course there are always exceptions, for instance, if a customer wants a book delivered to a steamer or a train. It *must* be there on time, for you are building up good will by so doing. If you know positively that you can't deliver it on time, be frank enough to say so, for a reasonable person must admire frankness and think more of you than if you take a chance and fail.

Let me add if a customer desires a book that you haven't in stock and cannot procure it from the publishers or the jobbers, do the next best thing, and recommend the nearest store where they will be likely to receive the book. Co-operation in the book business is of vital importance to the trade. Let's get together. Remember that you as a salesman are an advertisement for your store. There are two kinds of advertisements: the kind that draw trade and the kind that the public pass by. Which will you be? It's up to you!

WILLIAM F. HOBSON.

One of the best examples of the humors of cataloging comes in Sonnenschein's "Best Books," volume one, page 121, where Prof. Henry Preserved Smith's well-known Old Testament History appears thus:

Smith, Prf. Hy. "Preserved O. T. History."

That Ideal Salesman

The ideal salesman in all probability doesn't exist. But if he did, in Walt Mason's opinion, he very likely would be such a superior being that all the rest of us would seem four-flushers by comparison. He would need to be an impossible compound of the Admirable Crichton, Talleyrand, Chesterfield, Huxley, George Washington, Beau Brummel and Mrs. Scott Siddons. Salesmanship as a perfect art involves so much of the complex as to be well nigh superhuman.

In an article in *Hearst's,* Mason goes on to say that some day he may attempt to write a modest book on the subject of salesmanship. And the burden of the book if he ever writes it will be: Avoid coarse work. Avoid familiarity. Never say unpleasant things about your competitor or his goods. Never try to sell anything you wouldn't want to buy.

This thing of trying to sell too much is a common weakness of our merchant princes and a very unprofitable one. What shall it profit a Napoleon of commerce to sell me a wagonload of stuff to-day, if thereby he scares me away from his store? Better to sell goods to Prospects as they need them and ask for them, and enjoy their patronage the year round.

Enter—the "Book Shopper"

To the retail world the terms "professional shopper" and "personal shopper" are nothing new. They are met in all sorts of guises in all sorts of shops and generally designate business-like persons of the *genus femina,* who for an economic return will gladly undertake shopping pilgrimages for stay-at-homes and other folk who dislike crowds and the inconveniences of the bargain counter. Now, however, there appears a new variety of the species. Enter the "book shopper."

The big idea resulting in this new commercial vocation recently came to Miss Louise Hately, daughter of J. C. Hately of the Chicago Beach Hotel, who tiring of a hotel-apartment existence decided to enter upon a business career. The idea dawned on her friends a few days later, when they received a card of the sort which the advertising man recognizes as "distinctive." It read:

"May we do your book shopping for you? Synopsis of any book sent on request. Books sold you at current prices. No commissions. History, art, science, fiction and children's books. Magazine subscriptions."

In explaining her enterprise, Miss Hately said "What we propose to do is to conduct a book-shopping business by mail. We shall keep our patrons in touch with the literary market and, if they desire, act as their purchasing agent." All success to the new scheme!

AMONG THE PUBLISHERS

In a beautifully printed little 4 x 5 catalog called "Christmas Cargoes," the Yale University Press sent out most interesting descriptions of titles suitable for gifts.

Blasco Ibáñez at less than the price of an Ingersoll watch is a recent announcement from Boni & Liveright who have put "The Cabin" into their *Modern Library* series.

A new Oppenheim book, "The Great Impersonation," with the usual blending of love, mystery and international intrigue, is scheduled for early January publication by Little, Brown & Co.

A piece of ambitious publishers' advertising was shown in a full page which the Four Seas Company used in the Boston *Herald* of December the 15th. The display was handsomely set and contained the names of ten Boston bookstores who carried the books.

In a volume to be published shortly by Boni & Liveright, William Dean Howells presents the twenty-three short stories of American origin which he considers worthy of perpetuation, The book will be called "The Great Modern American Stories" and will have an introductory essay by Mr. Howells.

Scribner's announce a variety of books for January publication "Foch the Winner of the War" by Raymond Recouly; "Allegra," a novel of the stage by L. Allen Harker; "Basketball and Indoor Baseball for Women" by Helen Frost and C. D. Wardwell, and a new edition of Theodore Roosevelt's autobiography.

Mince Pie, so prudent people claim, is a very poor dish to consume just before going to bed. But now along comes Christopher Morley with an entirely new kind of "Mince Pie," still warm from the Doran oven—which is guaranteed not to kill and is quite certain to please if one follows directions and devours it at leisure in bed. A typically Morleyesque product, its ingredients are bits of humor and odd snatches of thought on all sorts of diverse subjects.

George Palmer Putnam of G. P. Putnam's Sons has just made an interesting journey to Poland in connection with the plan to publish the works of the well-known Polish novelist Wladyslaw Stanislaw Reymont. The first novel to be translated is "The Vampire," which will be published by the Putnams next spring in London and New York in a translation prepared by Albert Nowench of Columbia University. M. Reymont is the author of a long series of novels which the Putnams hope eventually to publish in a collected series.

Will N. Harben's last novel "The Cottage of Delight," published a few weeks ago by Harper Bros., is soon to be filmed for the movies.

A new Grace Richmond story with the familiar and well-beloved Red Pepper Burns figuring again as one of the central characters is a December offering of Doubleday, Page & Company, under the title "Red and Black."

After the long delay caused by the printers' strike Harper & Bros., announce that the Ludendorff book—the first inside story of the German General Staff—will be issued soon in two large volumes with many maps and illustrations.

Sir Arthur Conan Doyle's new book "The Vital Message" (Doran) indicates even more strongly than his earlier volume, "The New Revelation," the author's firm belief in spiritualism and frequent communication between the living and the dead.

The holiday crowds who see "Elsie Janis and Her Gang" on the Broadway stage will want to learn more of her army life in France and will no doubt hurry to the bookstore in quest of her story, "The Big Show," which the Cosmopolitan Book Corporation publishes.

"Ashes to Ashes"—the latest mystery story from the pen of Isabel Ostrander tells of a man who thought himself above the law and cleverer than its servants. With its emphasis placed on character analysis rather than plot development, Robert M. McBride & Co., are here offering a novel rather different from the general run of "thrillers."

Early in the new year the Ronald Press will issue two manuals on the Income Tax by Col. Robert H. Montgomery. Volume 1 will deal with the income tax procedure and volume 2 with the excess profits tax procedure. If there are any vital changes in interpretation by the Treasury Department after the publication of these manuals, they will be covered in a supplement to be issued February 29th in time for the preparation of all returns.

In a new Appleton book "Siberia To-Day," Captain Frederick F. Moore, an officer in the American Intelligence Service tells of the trials and tribulations of our men in the Siberian Expeditionary Forces and gives us glimpses of that grim and little-known land which we have never had before. More than this, the book reveals what Bolshevism means in Siberia and shows the problems there confronting the United States.

Mr. Doran Returns From London

Just back from a successful trip to England, Mr. Doran of Geo. H. Doran Co. has been receiving the congratulations that come to a business man when he comes to his 50th birthday and finds himself at the top of his powers. The conditions which he reports of the English book trade are of active markets, many new authors coming forward, new names appearing in the publishing world, several new periodicals starting. English publishers report active sales, in small towns and cities as well as in large centers. It has proved one of the notable years in English publishing.

Lord Fisher's "Memories," which has been so much discussed in London, Mr. Doran brings back for immediate publication; a volume is at hand to contain three or four of Daisy Ashford's stories similar to "The Young Visiters." Of new novels he will publish one by James E. Agate and another by Virginia Wolff that has attracted wide attention.

Mr. Doran brings word that Sir Ernest Hodder Williams head of Hodder & Houghton is to visit this country very shortly, a visit of interest to American publishers as Sir Ernest is one of the leading figures in the English publishing field.

Among many interesting turns to the fall season has been Hodder & Stoughton's great success with the three volume inclusive edition of Kipling's poems, Heinemann's success in finding wide sale for Shackleton's book of Antarctic exploration, tho the work had been held over the war period, and the notable appreciation being accorded to Hergesheimer in England. John Colling Squire's new literary monthly, the London *Mercury*, has been well received and a ery promising new noel by the *Mercury's* assistant editor, Edward Shanks, is to be brought here by Stokes.

Mr. Doran has brought to final accomplishment several large plans that will be part of his 1920 publishing.

Postal Progress in Central Europe

A letter just received in this office from Berne states that the matter of authors' rights, while still in flux in the new recreated countries of Europe, is gradually getting its proper attention. It seems likely that it is only a question of time before Poland, Czecho-Slovakia, Hungary, Austria, Roumania and Greece will join the International Union. This matter has been worked upon for some months, but these countries have had more pressing worries than those connected with protection of authors. Nevertheless, Poland and Czecho-Slovakia have already been in communication with the Berne Bureau on these matters. The Bureau has endeavored to show that a provisional introductionof the Union's régime is possible in a new country while waiting for a special law on the subject of copyright.

United Typothetae Complained Against by Federal Trade Commission

The national association of managing printers, organized as the United Typothetae of America, has made it one of its chief tasks for the last few years to direct employing printers how to properly estimate on prices, in order that they should better cover all the varying factors that enter into printing costs, and in the hope of preventing many failures in the printing business and of improving conditions in shops impoverished by poor business methods. It is now the complaint of the Federal Trade Commission that this effort to standardize cost finding is a violation of the act, providing for open methods of competition, the argument being that with uniform wage scales and uniform methods of cost finding, competition in printing is eliminated. The association meets the complaint squarely, and shows that it is a non-profit making organization and it has not attempted to regulate prices or labor conditions. In fact, the effort at cost finding is entirely in accord with the reiterated policy of the Federal Trade Commission, which has frequently pointed out the poor book-keeping methods of the average tradesman. Statistics from fifty-three cities show that the average net profit in the printing industry is three and six-tenths per cent.

British Trade with the United States

At a recent conference of members of the principal trade sections of the London Chamber of Commerce it was resolved "that in view of the serious effect, due to the fall in the exchange value of the pound on the prices of essential commodities imported from the United States of America and the consequent increase in the cost of living, every effort should be made to remedy the position by increasing the export to that country of British manufactured goods, especially those of a luxurious character for which there is a great demand at the present time, and which, owing to the exchange position, can now be marketed in the United States of America on exceptionally favorable terms."

Sir Oliver Lodge, eminent English author and scientist—who believes the dead can communicate with the living—is to visit this country very shortly and deliver a series of three lectures under the management of Lee Keedick. The subjects of his talks have been announced as "The Reality of the Unseen," "The Evidence for Survival" and "The Destiny of Man," all of which are to be discussed from a scientific rather than a religious standpoint. His first appearance on a New York platform will be on Thursday, January 22.

CHANGES IN PRICES

BRENTANO'S
St. Simon's Memoirs, $4.50 n.
ISAAC PITMAN & SONS
Dictionary of Commercial Correspondence in Seven Languages, $4.25.
Economic Geography, McFarlane, $3.40.

COMMUNICATIONS

Omitting the List Price from Wrappers

Ft. Wayne, Ind.

Editor PUBLISHERS' WEEKLY:

We note with regret that the publishers are printing books without putting any list price on them. That is a great hardship for the dealers and I wonder if anything can be done about it?

LEHMAN BOOK & STATIONERY CO.

Baltimore, Md.,
Dec. 2, 1919.

Editor, PUBLISHERS' WEEKLY:

I see there is a growing tendency among the publishers to leave off the price on the wrapper of books that are being issued. This, in my humble opinion, is a serious mistake.

The fact is that the price so printed on the cover has done more to stabilize the book business and lessen price cutting than anything that has been done. I for one am strongly in favor of this being continued, and speak for the trade in Balitore.

S. G. REMINGTON.

A Poet's Fiftieth Birthday

E. A. Robinson Reaches the Half-Century Milestone

On the 22nd of this month Edwin Arlington Robinson, poet, celebrated his fiftieth birthday, or rather, since his is a retiring nature, little given to celebrations or publicity of any sort, his friends and admirers in the field of letters celebrated it for him. As Professor Bliss Perry expressed it in an appreciative article, "a group of American poets have woven gorgeous banners of praise in his honor, and others have joined the ranks as proof that admiration for Mr. Robinson's artistic achievement is not limited to fellow-craftsmen in verse or to those who know the poet personally." Among the sheaf of tributes printed in the Book Supplement of last Sunday's New York *Times*—tributes from such poets as Amy Lowell, Percy Mackaye, Edgar Lee Masters, Witter Bynner and Sara Teasdale—was one from Vachel Lindsay which we reprint here as a testimony to the high esteem with which Robinson is universally regarded:

"It is certainly an honor I do myself to give greeting, hail and godspeed to so distinguished a poet as Edwin Arlington Robinson. While I would not attempt here to enter into an analysis, the personal quality that moves on up into his work and gives me respect for the whole soul of the man is the quality of the relentless seeker and finder of human beings. He is a novelist distilled into a poet. He is the high gossip among the more humorous angels and men. He 'tells on' people, yet is no tattletale, but rather the bracing historian, who gives the final human news.

"Long life to him! And honors worthy of his high distinction among us, and endless discoveries and news to him! The hundred poets of America await his twinkling and edifying account of how the human race is behaving itself."

Periodical Notes

THE *Unpartizan Review* (originally the *Unpopular Review*) begins its career as a bimonthly with the January-February number, which appears with a bright new cover replacing the dark brown and gold of former days. In this number Mr. Henry Holt emerges from editorial anonymity to publish "The Garrulities of an Octogenarian Editor," in which he reveals some of the secrets which have enabled him to keep on editing at the ripe age of eighty.

WITH the January number the Four Seas Co. will resume publication of the *Poetry Journal,* which was discontinued during the war. It will appear in a new and enlarged form once a month.

BEGINNING with the January issue *Current Opinion* will return to the "standard" magazine size from which it departed seven and a half years ago. The character of the magazine will not be changed otherwise, except that a somewhat larger amount of reading matter will be furnished the reader, and the price of the magazine will be increased from 25 cents to 35 cents a copy and from $3.00 to $4.00 for a year's subscription.

Business Notes

BALTIMORE, MD.—The Epworth Book and Stationery Corporation, 408 North Howard Street, has been incorporated with a capital stock of $25,000. The incorporators are Thomas H. O'Connor, John L. Alcock and Henry S. Dulaney.

LONG BEACH, CAL.—The book business of E. D. Abrams is reported to have been purchased by The Office Specialty Co.

MORRISTOWN, N. J.—Miss Dorothy Furman has opened a bookshop at 6 De Hart street, specializing in old, rare and current books, association copies and autographs.

POTTSVILLE, PA.—Mrs. M. E. Miller has been succeeded in business by W. H. Miller.

RUTLAND, VT.—The printing business of C. E. Allen has been purchased by Tuttle Co., publishers and booksellers.

MISS EDITH CAROL SHERE of New York University has joined the organization of the *Magazine* of Wall Street, assisting H. J. Simonson in the management of the Book Publishing and Sales Departments.

THE WEEKLY RECORD OF NEW PUBLICATIONS

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not suppplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in brackets] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ft. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Armstrong, E. Frankland

The simple carbohydrates and the glucosides. 3d ed. 9+239 p. (32 p. bibl.) O (Monographs on biochemistry) N. Y., Longmans $4 n.

Barrett, Robert Emmet

Here and there a man [a novel]. 219 p. D c. Bost., Roxburgh Pub. $1.50

Barton, George

Celebrated spies and famous mysteries of the great war. 9+345 p. pls. pors. O Bost., Page Co. $2

Basset, William Rupert

When the workmen help you manage. 6+266 p. D N. Y., Century Co. $2 n.

Discussion of the present-day labor situation. Author has investigated conditions in over 1500 industrial plants thruout the country.

Bates, Katharine Lee

Sigurd our golden collie and other comrades of the road. 8+370 p. front. D [c. '19] N. Y., Dutton $2 n.

Story of Miss Bates' collie, Sigurd, a well-known figure in the Wellesley college world, together with sketches of other pets.

Beamish, Richard Joseph, and March, Francis Andrew

America's part in the world war; a history of the full greatness of our country's achievements; the record of the mobilization and triumph of the military, naval, industrial and civilian resources of the United States; introd. by John J. Pershing; il. with official photographs. 608 p. pls. (part col.) pors. maps facsm. tabs. O Phil., Winston $3 n.

Beaver, W. H.

Unexplored New Guinea. 320 p. il. maps O Phil., Lippincott $5 n.

Betten, Rev. Francis Sales, and Kaufmann, Rev. Alfred

The modern world, from Charlemagne to the present time, with a preliminary survey of ancient times. 13+429 p. il. maps D [c. '19] Bost., Allyn & Bacon $1.40

Boccaccio de Certaldo, Giovanni

The Decameron; or, Ten days entertainment. American ed. 36+555 p. por. D c. '19 Cin., Stewart & Kidd $2; limp leath. $3

Unexpurgated edition.

Brooks, Benjamin Gilbert

Camelot. 63 p. D ("Adventurers all" ser.) N. Y., Longmans pap. 75 c. n.

Brown, Rudmore

Spitzbergen. 319 p. il. maps O Phil., Lippincott $5 n.

Bullock, Charles Jesse

The elements of economics. 3d ed. 7+406 p. D c. Bost., Silver, Burdett $1.36

Bunyan, John

The pilgrim's progress. New ed. 434 p. il. D Phil., Lippincott $1.50 n.

Butler, Cuthbert, Bp.

Benedictine monachism; studies in Benedictine life and rule. 8+387 p. O N. Y., Longmans $6.50 n.

Connected series of essays covering the most important aspects of Benedictine life and activities. Index.

Callières, François de

The art of negotiating with princes; tr. from the French by A. F. Whyte. Bost., Houghton Mifflin $5 n. (500 copies)

Diplomatic treatise by one of the ablest diplomatists of the time of Louis XIV.

Connell, Rev. Francis M.

A short grammar of Attic Greek. 7+196 p. D [c. '19] Bost., Allyn & Bacon $1.40

Bureau of Applied Economics

Changes in cost of living, 1914-1919; a summary of existing data. 55 p. tabs. O c. Wash., D. C., Bu. of Applied Economics, 921 15th St. $1

Standards of living; a complication of budgetary studies. 49 p. tabs. O c. Wash., D. C., Bu. of Applied Economics. pap. $1.

Wages in various industries; a summary of wage movements during the war. [Enl. ed.] 62 p. tabs. O c. Wash., D. C., Bu. of Applied Economics. pap. $1

Coulter, Charles Wellesley

The Italians of Cleveland. 43 p. il. O c. Cleveland, O., Cleveland Americanization Committee. pap. 10 c.

Cram, Ralph Adams
Gold, frankincense and myrrh. 9+111 p. O c. Bost., M. Jones bds. $1.25
Contents: Monasticism and the world crisis; Sacramentalism and the future; The philosophical necessity. Addresses have appeared in The *American Church Monthly*.

Cunningham, Charles Henry
The audiencia in the Spanish colonies; as illustrated by the audiencia of Manila (1583-1800). 9+479 p. (17 p. bibl.) O (Pubs. in history) Berkeley, Cal., Univ. of Cal. $4
Study of Spanish colonial administration.

Dana, Marvin
Shorthand made easy. 138 p. D (Made easy ser.) [c. '19] N. Y., Clode $1.25 n.

De Lucchi, Lorna Lancaster
By the waters of Fiume; a story of love and patriotism. 7+105 p. D N. Y., Longmans $1.35 n.
Intimate sketches from a war diary.

Dimmock, F. Haydn [Dimonde, pseud.]
Clew of the ivory claw. 188 p. il. D Phil., Lippincott $1.25 n.
Adventure story for young people.

Fairbanks, Harold Wellman
Topical outline of the geography of Europe; developed according to the problem method and including the changes brought about by the war. 112 p. fold. maps D c. San Francisco, H. Wagner Pub. bds. 75 c.; pap. 50 c.

Faville, John, D.D.
I believe in God the Father; a discussion of the Christian doctrine of "Our Father." 122 p. D c. Bost., Stratford Co. bds. $1.25 n.
Religious discussion emphasizing the fatherhood of God.

Faxon, Grace B.
Instructor entertainment library. 12 v. ea. 160 p. D Chic., Hall & McCreary, 430 S. Wabash Ave. $9

François, Victor Emmanuel, comp.
Fifteen French plays. 8+208 p. front. S [c. '19] Bost., Allyn & Bacon $1

Gass, Sherlock Bronson
A lover of the chair. 9+303 p. D c. N. Y., M. Jones $2.50 n. (725 copies)
Series of essays dealing with the spirit of the modern age.

Guitteau, William Backus
Our United States; a history. 694 p. (bibls.) il. maps O [c. '19] Bost., Silver, Burdett $1.40; In 2 v. v. 1, 92 c.; v. 2, $1.08

Haines, Donal Hamilton
The dragon flies. Bost., Houghton Mifflin $1.50 n.
Story of the flying service for boys.

Herringham, Maj.-Gen. Sir Wilmot
A physician in France. 8+293 p. pls. por. O N. Y., Longmans $5 n.
Account of a physician's experiences near the front.

Hinkson, Katharine Tynan [Mrs. Henry Albert Hinkson]
The years of the shadow. O Bost., Houghton Mifflin $4.50 n.
Continuation of reminiscences begun in author's "The Middle Years."

Irving, Washington
Old Christmas and Bracebridge Hall; il. in col. and black and white by Lewis Baumer. Bost., Houghton Mifflin $3 n.

Jackson, Percy G.
Boiler feed water. 102 p. D Phil., Lippincott $2 n.

Jamieson, Andrew
A text-book of heat and heat engines. 18th ed., rev. by Ewart S. Andrews. v. 1. 551 p. il. fold. pls. diagrs. D Phil., Lippincott $3 n.

Knox, Rev. Ronald Arbuthnott
Meditations on the Psalms; with preface by Rev. H. S. Bowden. 223 p. S N. Y., Longmans $1.20 n.

Kobbé, Gustav
The complete opera book; the stories of the opera, together with 400 of the leading airs and motives in musical notation; il. with 100 pors. in costume and scenes from opera. 19+873 p. pls. music O c. N. Y., Putnam $5 n.
Comprehensive hand book of the opera. Index. Author was one of the leading musical critics of the country.

Krehbiel, Henry Edward
More chapters of opera; being historical and critical observations and records concern-

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Edwards, Junius David
Application of the interferometer to gas analysis. 19 p. O (U. S. Bu. of Standards technologic pap. 131) Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 5 c.

Frost, Wade Hampton and Sydenstricker, Edgar
Epidemic influenza in foreign countries. 18 p. tabs. diagrs. O (Public health reports. Reprint 537) Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 5 c.

Gibson, Kasson Stanford
Photoelectric spectrophotometry by the null method. 325—352 p. il. diagrs. O (U. S. Bu. of Standards scientific pap. 349) Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 5 c.

Grover, Nathan Clifford
Surface water supply of the United States, 1916 pt. 6, Missouri River basin. 256+43 p. pl. tabs. O (U. S. Geol Survey water-supply pap. 436) Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 15 c.

Hildebrand, Samuel Frederick
Fishes in relation to mosquito control in ponds. 16 p. il. pls. O (Public health reports. Reprint 527) Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 10 c.

Hill, James Madison
Arsenic, bismuth, selenium and tellurium in 1918. 193—199 p. O (U. S. Geol. Survey. Mineral resources of the U. S. 1918, pt. 1, no. 9). Wash., D. C., Gov. Pr. Off. pap.

Hutchison, George F., and Barab, Jacob
An analytical method for detecting blown-out shots in coal mines. 22 p. O (U. S. Bu. of Mines technical pap. 210) Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 5 c.

Kerr, John Walter
Vaccination: an analysis of the laws and regulations relating thereto in force in the United States. 82 p. O (Public health bull. 52). Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 5 c.

ing the lyric drama in New York from 1908 to 1918; with il. and tabs. of performances within the period described. 16+474 p. pors. O c. N. Y., Holt $3.50 n.

Historical and critical study of the opera in New York during the last ten years. Index. Author is musical critic of the New York *Tribune*.

Laughlin, Clara Elizabeth

The martyred towns of France. 17+469 p. front. O c. N. Y., Putnam $3.50 n.

Historical and descriptive sketches of French towns which suffered under the German occupation and spoilation.

Lefèvre, Edwin

Simonetta. 223 p. D [c. '19] N. Y., Doran $1.50 n.

Story having its setting in Florence and dealing with the romance of a young American and Simonetta, the daughter of a great Italian artist.

Lefferts, Walter

American leaders—bk. 2. 354 p. il. D c. Phil., Lippincott 92 c. n.

Lewis, Harry H.

Making money from hens. 217 p. il. D c. Phil., Lippincott $1.50 n.

Lewis, Homer P.

A. B. C. primer. 128 p. il. D c. Phil., Lippincott 50 c. n.

Living (The) church annual and Churchman's almanac; a church encyclopedia and almanac, 1920. 528 p. il. pors. D [c. '19] Milwaukee, Wis., Morehouse Pub. $1; pap. 75 c.

Matthews, Ernest Romney

Studies in the construction of dams; earthen and masonry. 43 p. diagrs. O Phil., Lippincott bds. $1.50 n.

Moore, Frederick Ferdinand

Siberia to-day. 333 p. pls. pors. D c. N. Y., Appleton $2 n.

Description of conditions in Siberia at the present time pointing out the trials of our men of the Siberian Expeditionary Forces, the harm that Bolshevism has wrought and explaining how Germany is secretly conquering with propaganda.

Morgan, Thomas Hunt

Physical basis of heredity. 305 p. il. O c. Phil., Lippincott $2.50 n.

Morris, Charles

Heroes of discovery in America. 2d ed., rev. and enl. 365 p. pls. D (Hero ser.) [c. '06-'19] Phil., Lippincott $1.50 n.

Heroes of progress in America. 2d ed. 372 p. il. D (Hero ser.) c. Phil., Lippincott $1.50 n.

Heroes of the navy in America. 2d ed. 347 p. il. D (Hero ser.) c. Phil., Lippincott $1.50 n.

Murray, Sir James Augustus Henry, and others, eds.

A new English dictionary on historical principles; founded mainly on the materials collected by the Philological Society [August pt. of v. 9]. pt. 1, Stratus-Styx; pt. 2, Sweep-Szmikite. 1088—1211; 305—396 p. F N. Y., Oxford Univ. pap. ea. $2.25

Newland, H. O.

The romance of commerce. 298 p. il. O (Romance ser.) Phil., Lippincott $2 n.

Nickles, John M.

Bibliography of North American geology for 1918, with subject index. 148 p. O (U. S. Geol. Survey bull. 698) Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 10 c.

Ostrander, Isabel Egenton [Robert Orr Chipperfield, Douglas Grant, pseuds.]

Ashes to ashes. 5+333 p. D c. N. Y., McBride $1.65 n.

Story of a mysterious murder.

Paton, Lucy Allen

Elizabeth Cary Agassiz; a biography. 8+423 p. pls. pors. O Bost., Houghton Mifflin $3 n.

Biography of the first president of Radcliffe College.

Patterson, Alice Jean

Studies in science for seventh and eighth grades and junior high schools.. 480 p. il. plan diagrs. D [c. '19] N. Y., Row, Peterson $1

Pellett, Frank Chapman

Beginner's bee book. 179 p. il. D c. Phil., Lippincott $1.25

Kreisinger, Henry, and Fieldner, Arno Carl

Why and how coke should be used for domestic heating. 20 p. (3 p. bibl.) il. tab. O (U. S. Bu. of Mines technical pap. 242) Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 5 c.

Kudlich, Rudolf H., and Hood, Ozni Porter

Safe practice in using wire ropes in mines. 11 p. O (U. S. Bu of Mines technical pap. 237) Wash., D. C., Gov. Pr. Off. pap. Supt of doc. 5 c.

Lesher, Carl E.

Coal in 1917: pt. B, Distribution and consumption. 4+1203—1259 p. tabs. (1 fold.) O (U. S. Geol. Survey. Mineral resources of the U. S., 1917, pt. 2, no. 35) Wash., D. C., Gov. Pr. Off. pap.

Merica, Paul Dyer, and Woodward, Raymond West

Behavior of wrought manganese bronze exposed to corrosion while under tensile stress. 9 p. il. pl. tabs. Q (U. S. Bu. of Standards technologic pap. 135) Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 5 c.

Mueller, Eugene Frederick, and Burgess, H. A.

Standardization of the sulphur boiling point. 163—184 p. il. 2 pls. diagr. Q (U. S. Bu. of Standards scientific pap. 339) Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 5 c.

Neiswanger, Charles Sherwood

Electro-therapeutical practice; a ready reference guide for physicians in the use of electricity and radiology. 20th ed. 400 p. il. D Chic., Chic. Med. Bk. Co., limp leath. $3.75 n.

Nolen, John

City plan for Akron. 91 p. il. plans (part fold.) diagr. Q Akron, O., City Improvement Commission pap.

Osbon, C. C.

Peat in 1918. 331—356 p. fold map O (U. S. Geol. Survey. Mineral resources of the U. S., 1918, pt. 2, no. 15) Wash., D. C., Gov. Pr. Off. pap.

Pennell, Joseph
Etchers and etching; chapters in the history of the art, together with technical explanations of modern artistic methods. 18+367 p. 40 pls. F (Graphic arts ser.) c. N. Y., Macmillan $15 n.
Corrected price.

Perkins, Eleanor Ellis
News from No-Town; 25 full-page il. by Lucy Fitch Perkins. O Bost., Houghton Mifflin $1.75 n.

Pitt-Rivers, George
Conscience and fanaticism. 112 p. O N. Y., McBride $2 n.

Pope, Amy Elizabeth
Pope's manual of nursing procedure. 11+596 p. il. D N. Y., Putnam $2.40 n.

Pratt, Harry Noyes
Hill trails and open sky; a book of California verse. 99 p. D c. San Francisco, H. Wagner Pub. $1.50

Reed, Lucas Albert
Astronomy and the Bible; the empire of creation seen in the dual light of science and the Word. 266 p. il. pls. D Mountain View, Cal., Pacific Press Pub. Assn. $1.50

Ross, Denman Waldo
The painter's palette. il. diagrs. O Bost., Houghton Mifflin $1.50 n.
Supplementary volume to author's "On Drawing and Painting."

Ross, Earle Dudley
The liberal Republican movement. 11+267 p. D (Cornell ser., v. 5) N. Y., Holt $1.80
Review of the Republican revolt known as the "mugwump" movement.

St. Mars, F.
Snapshots of the wild. 244 p. il. D Phil., Lippincott $1.50 n.

Saleeby, Caleb Williams
The whole armour of man. 397 p. D Phil., Lippincott $2.50 n.

Savage, W. J.
Forward looking lessons in U. S. history. bk. 1, For seventh grade; bk. 2, For eighth grade. 2 v. 60; 126 p. D c. San Francisco, H. Wagner Pub. bds. bk. 1, 75 c.; bk. 2, 90 c.; pap. bk. 1, 50 c.; bk. 2, 70 c.

Schoeller, W. R., and Powell, A. R.
The analysis of minerals and ores of the rarer elements; for analytical chemists, metallurgists and advanced students. 239 p. O Phil., Lippincott $5

Schultz, James Willard
Rising Wolf, the white Blackfoot; Hugh Monroe's story of his first year on the plains; with il. by Frank E. Schoonover. 9+252 p. pls. O Bost., Houghton Mifflin $1.50 n.

Scott, Irving O.
Examination exercises in algebra. 12+276 p. D [c. '19] Bost., Allyn & Bacon $1.60

Scudder, Horace Elisha
The book of fables and folk stories. New ed. 5+162 p. il. col. pls. O Bost., Houghton Mifflin $2 n.

Shipley, Arthur Everett
The voyage of a vice-chancellor; with a chapter on university education in the United States. 10+181 p. D c. N. Y., Putnam $1.50 n.
Extracts from author's diary giving social side of his experiences as a member of the British University Mission which recently visited the leading colleges and universities in the United States. Includes, also, a paper presenting results of author's investigation as a member of this mission. Author is vice-chancellor of Cambridge University.

Sidis, Boris
The source and aim of human progress. 63 p. O [c. '19] Bost., Badger $1.50 n.
Study in social psychology and social pathology.

So Relle, Rupert Pitt
Methods of teaching typewriting (with keys to Rational typewriting). 144 p. il. forms D [c. '19] N. Y., Gregg Pub. $1

Sparkman, Colley Fredward
Industrial Spanish. 9+50 p. il. D [c. '19] Bost., Allyn & Bacon $1.40

Stockwell, John Nelson
Ocean tides; a new solution of the problem of the tides, with elaborate tables, showing by mere inspection, the nature and amount of the fluctuations of the surface of the ocean at all places produced by the attractive forces of the sun and moon; together with the varia-

---

Peterkin, G. Sherman
Ethical economics versus medical ethics; or, Efficiency in medical practice. Seattle, Wash., G. S. Peterkin, Suite 1102, Cobb Bldg.

Phelan, Rev. John Joseph
The saloon as a phase of commercialized amusements in Toledo. 80 p. diagrs. O (Social survey ser. 2) '18 Toledo, O., Rev. J. J. Phelan 25 c.

Philadelphia. Chamber of Commerce. Educational Committee
The paper box making industry in Philadelphia. 14 p. il. Q (Educational pamphlet no. 15) ['18] Phil., Chamber of Commerce, Educational Committee

Sanford, Raymond Laraway, and Kouwenhoven, William Bennett
Location of flaws in rifle-barrel steel by magnetic analysis. 219—230 p. il. pls. diagrs. Q (U. S. Bu. of Standards scientific pap. 343) Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 5 c.

Schwennesen, Alvin Theodor
Geology and water resources of the Gila and San Carlos valleys in the San Carlos Indian Reservation, Arizona. 27 p. fold. maps tabs. O (U. S. Geol. Survey water-supply pap. 450-A). Wash., D. C., Gov. Pr. Off. pap.

Shepard, Edgar Raymond
Leakage resistance of street railway roadbeds and its relation to electrolysis of underground structures. 39 p. il. tab. diagrs. O (U. S. Bu. of Standards technologic pap. 127) Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 10 c.

Steidle, Edward
Dangerous and safe practices in bituminous coal mines. 110 p. il. O (U. S. Bu. of Mines miners' circ. 22) Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 20 c.

tion of gravity at all places on land, produced by the same forces. 25 p. il. tabs. O [c. '19] Lynn, Mass., T. P. Nichols & Son Co., 113 Market St. $5

Stoll, Elmer Edgar
Hamlet; an historical and comparative study. 75 p. O (Studies in language and literature, 7) c. Minneapolis, Minn., Univ. of Minn. pap. $1

Storr, Rev. Vernon Faithfull
The divinity of Christ. 43 p. D (Liverpool diocesan bd. of divinity pubs. 20) N. Y., Longmans pap. 80 c. n.

Tomlinson, Everett Titsworth
Sergeant Ted Cole, United States marines. il. O Bost., Houghton Mifflin $1.50

Townsend, Ralph M.
A journey to the garden gate; with il. by Milo Winter. 127 p. col. pls. O Bost., Houghton Mifflin $2 n.
Imaginative story for small children.

Trench, Herbert i. e. Frederic Herbert
Poems; with fables in prose. 2 v. 8+266; 8+196 p. D c. N. Y., Dutton $6 n.

U. S. Bureau of Standards
Bibliography of scientific literature relating to helium. 21 p. Q (Bu. of Standards circ. 81) Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 5 c.

Verse Writers Club of Southern California, comp.
Anthology of verse, 1916-1919. 68 p. D c. San Francisco, H. Wagner Pub. bds. $1.25

Warren, John
A Spanish commercial reader; containing commercial, historical and technical versions for the use of commercial students. 8+197 p. D (Longmans' commercial ser.) N. Y., Longmans limp cl. $1.20 n.

Wegefarth, William Dayton
Rainbow verse. 128 p. D c. Phil., Jacobs $1.25 n.

Wells, Percy A., and Hooper, John
Modern cabinet work; furniture and fitments. 384 p. il. O Phil., Lippincott $7.50

Wickson, Edward James
The California fruits and how to grow them; a manual of methods which have yielded greatest success, with the lists of varieties best adapted to the different districts of the state. 8th ed.—fully rev. 493 p. il. pls. O [c. '19] San Francisco, Pacific Rural Press, 420 Market St. $3

Theodolithos, Bp., ed.
Holy theomonistic Bible or the evolutionary gospel of fulfilment of prophecy, pt. 7. 161—192 p. pl. O Wash., D. C., Universal Theomonistic Assn. pap. 10c.

Thompson, Ernest Archibald
Text on chiropractic spinography. 194 p. il. por. diagrs. O Davenport ,Ia., E. A. Thompson, 824 Brady St. $5

U. S. Bureau of Standards
Protective metallic coatings for the rustproofing of iron and steel. 34 p. (2 p. bibl.) il. pls. tab. diagrs. O Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 10 c.

U. S. Children's Bureau
Infant mortality; results of a field study in Saginaw, Mich., based on births in one year by Nila F. Allen. 91 p. pls. 2 fold. tabs. maps diagrs. Q (Infant mortality ser. 9) Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 25 c.

U. S. Coast and Geodetic Survey
Geodesy Formulae and tables for the computation of geodetic positions. 6th ed. 100 p. il. tab. F (Special pub. 8) Wash. D. C., Gov. Pr. Off. pap. Supt. of doc. 25 c.
Geodesy; general instructions for precise and secondary traverse U. S. Coast and Geodetic Survey. 48 p. il. tab. O (Special pub. 58) Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 10 c.

U. S. Copyright Office
Rules and regulations for the registration of claims to copyright. 29 p. O (Bull. 15) Wash., D. C., Gov. Pr. Off.

U. S. Department of Commerce
Advertising methods in Chile, Peru, and Bolivia, by J. W. Sanger. 56 p. pls. O Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 10 c.

U. S. Geological Survey
Map of coal fields and producing districts, Wash., D. C., Off. of Survey pap.
Contents: ALALBAMA and GEORGIA. In sheet 24 x 16 inches (15 m.=1"); ILLINOIS. In sheet 26 x 15½ inches (15 m.=1"); INDIANA. In sheet 20 x 15 inches (15m.=1:); KENTUCKY. In sheet 14 x 28 inches (15 m.=1"); OHIO. In sheet 18 x 17 inchces (15 m.=1"); PENNSYLVANIA. In sheet 14 x 24 inches (15 m.=1"); TENNESSEE. In sheet 10 x 33 inches (15 m.=1"); VIRGINIA. In sheet 15 x 31 inches 15m.=1"); WEST VIRGINIA and MARYLAND. In sheet 16 x 22 inches (15 m.=1").

Topographical map of the United States. In sheet 21 x 30 inches. Wash., D. C., Off. of Survey. pap. 10c.
Contents: OREGON: *Willamette Valley* sheet (Benton and Polk Cos.) (½m.=1").

Topographical map of the United States. In sheets 16 x 20 inches. Wash., D. C., Off. of Survey. pap. ea. 10 c.
Contents: CALIFORNIA: *Junipers Serra* sheet (Monterey Co.) (1m.=1"); *Paso Robles* sheet (San Luis Obispo Co.) (1m.=1").

GEORGIA: *Claxton* sheet (Evans, Tuttnail, Bullock and Liberty Cos.) (1 m.=1").
NEW HAMPSHIRE: *Mt. Pawtuckaway* sheet (Strafford and Rockingham Cos.) (1 m.=1").
TEXAS: *Aldie* sheet (Harris Co.) (½ m.=1").

Winslow, Charles Edward Amory and others.
The dust hazard in the abrasive industry. 18 p. tab. pl. O (Public health reports. Reprint 530) Wash., D. C., Gov. Pr. Off.

Winslow, Frank Tobey
Poems of love and freedom. 45 p. O [c. '19] Chic., F. T. Winslow, 208 S. LaSalle St. im. leath. $2

Woodruff, Charles Spencer
Text-book of orthoepy and new reversible character phonetic alphabet. 38 p. O [c. 17-'19] Portland, Ore., C. S. Woodruff [1291 Mallory Ave.] pap. 25c.

Wray, J. Edward
How to organize a league, manage a team, captain a team, coach a team, score a game, arrange signals and technical terms of base ball. 81 p. por. il. S (Spalding's athletic lib) [c. '19] N. Y., Am. Sports Pub. pap. 10c.

RARE BOOKS, AUTOGRAPHS AND PRINTS

Catalogs Received

Rare and Fine Books
First editions, rare volumes, fine bindings; interesting collection of memoirs, biography, history and English literature. A. C. McClurg & Co., 218-224 S. Wabash Ave., Chicago.

Books, Ancient and Modern.
Comprising many rare and choice items removed from Singleton Abbey, Swansea and from Blaize Castle, Bristol. Jas. G. Commin, 230 High Street, Exeter, Eng.

Catalog of Books (No. 2)
In various branches of literature, fine bindings, etc. Nicholas L. Brown, 80 Lexington Ave., New York.

Bibliotheca Miscellanea
Catalog of a miscellaneous collection of old and modern books. (No. 228.) Geo. Harding, 64 Great Russell St., London, W. C. 1.

Voyages and Travels
British topography and heraldry (No. 384) Maggs Bros., 34-35 Conduit St., New Bond St., London.

Books on Art
Chromo-lithographs, British and foreign portraits, engravings, etchings, woodcuts, etc. (No. 119) P. M. Barnard, 10 Dudley Road, Tunbridge Wells, England.

Auction Calendar

Tuesday, Jan. 6 at 11 a. m.: Rare Americana English literature, (331 items) Heartman's, 129 E. 24th St., New York.

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French German Spanish Italian
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BOOKS.—All out-of-print books supplied, no matter on what subject. Write us. We can get you any book ever published. Please state wants. When in England call and see our 50,000 rare books. BAKER'S GREAT BOOKSHOP, 14-16 John Bright Street, Birmingham, England.

Lewis J. Bird Company of Boston has taken several consignments of books to be sold at auction since C. F. Libbie & Co. announced their withdrawal from the auction field.

Six hundred items—an unusually large number were added to the John Carter Brown Library last year. All were published prior to 1800 and represent all periods of American history being especially notable in the early colonial period.

The William Blake collection on exhibition at the Grolier Club is deservedly attracting a very great deal of attention. It is the finest exhibition of books, drawings, water colors and etchings of Blake that has ever been assembled. It is only in such an exhibition as this that the true genius of the great poet artist can be effectively shown.

George D. Smith's transatlantic experience is making him almost as picturesque a figure in London as in New York. The Britwell Court sale which has just occurred will long remain perhaps the most famous contest in the annals of book collecting, and George D. Smith was thruout its dominant figure. His offer of $1,000,000 for the collection, if true, was thoroly characteristic of the man. If his offer had been accepted it would not have been the first time that he has taken away whole libraries *en bloc* from English collectors. In recent years his purchases have included the libraries of the Duke of Devonshire, Earl of Pembroke and the Earl of Bridgewater. He is said to have made thirty trips to Europe since his first of about thirty years ago. For a decade Henry E. Huntington has kept him fairly busy. In addition to his regular business it is reported that he has several other clients that are buying heavily and among them Sir Thomas Lipton.

The print division of the New York Public Library has arranged in the Stuart Gallery an exhibition of etchings and other prints by J. Alden Weir who died on December 8. In this memorial exhibition his development and significance as an etcher is effectively shown. Portraits, figure studies of women and children, and a great variety of picturesque bits, showing the accuracy of his judgment as to etcher's medium, makes an interesting exhibit. Weir as an etcher is worthy of more attention than he has received.

The sale of selections from the Britwell Court Library, owned by S. R. Christie Miller took place at Sotheby's in London on December 16 and proved an event of international importance. The catalog contained 108 items more than a quarter of which was said to be unique. The sale realized upwards of $520,000 and of this amount $420,000 was purchased for American collectors. The world's record for

BUSINESS DEPRESSION

"THESE FINE OLD THEOLOGICAL WORKS DON'T APPEAR TO BE A VERY SALEABLE COMMODITY WITH YOU, MY MAN."

"WELL, SIR, THE WAY IS, WE BUYS THE BOOKS IN LOTS, AN' WE 'AS TO TAKE THE BAD WITH THE GOOD."

—From *Punch.*

a single session, made by the Yates-Thompson sale at Sotheby's at the end of last season, was about doubled. As expected interest centered in item No. 85. The volume described in this number contained Shakespeare's "Venus and Adonais," 1599, fourth edition said to be unique; Shakespeare's "Passionate Pilgrim and Sonnets" first edition, only two other copies known; and Sir John Davies and Christopher Marlow's "Epigrammes and Elegies," n. d. (about 1598) apparently only two or three copies known; all three pieces bound together in a contemporary vellum binding and said to be in wonderfully fine condition. The book was bought for Henry E. Huntington by George D. Smith for $75,000, the highest price ever paid for a book in an auction room. The "Venus and Adonais" is the only known copy of the fourth edition. Of the six editions which have appeared before the poet's death in 1616 only eleven copies are known. Of all these the most precious is the sole surviving copy of the first edition which is in the Bodleian Library at Oxford. Published in 1593 when the poet was 29 it is so far as known his first work to come from the printing press. Other books purchased by Mr. Smith were the following: Henry Howard's (Earl of Surrey) "Songes and Sonettes," 1557, $12,000; Tignonville's "Dictes or Sayengis of the Philosophres" 1477, black letter, printed by Caxton, $10,450; first folio of Shakespeare, 1623, $11,500; third folio of Shakespeare, 1663, $12,000; Shakespeare's "Much Ado about Nothing," 1600, $11,000; Skelton's 'Poems," n. d. only copy known, $8,900; "Paradise of Dainty Devises," black letter first edition, $8,500; Greene's "Quips for an Upstart Courtier," 1592, only copy known, $6,000; "Christine of Pisan," 1478, only two other copies known, $11,000; "The Cordyale," 1479, black letter, printed by Caxton, $9,500; "Gospel of Distaves," n. d. printed by Wynken de Worde, only known copy, $9,400; "The True Tragedy of Richard III.," foundation play for Shakespeare's Richard III., only one other copy known, $10,000. The sale of the Britwell Court Library selections will figure in this season's record as much as the Jones sale did in that of last year. It has brought out the same keen spirit of competition and ends the first half of the season with the attention on both sides of the Atlantic focussed upon the amazing rise in prices of the rarities of early English literature. The most significant fact in the sale is the dominant position of the American collector in the world's rare book market. That four-fifths in value of this sale should have been bought for American collectors and that these figures could have been doubled if it had been necessary, shows the forces that are at work in the increase of rare book values. Evidence is to be found on every hand that America is the best rare book market in the world to-day. The rare book trade, in all its departments, is sure to center where its trade is the greatest. New York, at an early date, should be the leading market place for the trade in literary rarities.

F. M. H.

The Publishers' Weekly

62 West 45th Street, New York

Subscription Rates

In Zones, 1, 2, 3, 4, and 5 ..... $6.00
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To foreign countries $7.00

Single copies, 15 *cents.* Educational Number, *in leatherette,* 60 *cents,* Christmas Bookshelf, 25 *cents.*

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Back Section—
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Half page 25.00
Quarter page 12.50
Eighth page 6.50
One-sixteenth page 3.50

The above rates are for unspecified positions. Special rates for preferred positions.

Higher rates are charged for the Summer Reading, Educational Number and Christmas Bookshelf, and *for the monthly* Book Review *supplement sections.*

Advertising copy should reach us Tuesday noon—earlier if proof is desired out-of-town. Forms close Thursday night.

Under the headings of **"BOOKS WANTED"** *and* **"BOOKS FOR SALE"** *subscribers are charged ten cents a line (exclusive of address); non-subscribers, fifteen cents a line, address included. Bills for this service will be rendered monthly. Objectionable books are excluded so far as they are noted.*

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] *after their firm name. The appearance of advertisements in this column, or elsewhere in the* WEEKLY *does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.*

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY *is not responsible for errors. Parties with whom there is no account must pay in advance.*

Under **"HELP WANTED"** or for other small undisplayed advertisements, the charge is 15 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line.

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The American Library Annual, 1917-1918 contains a recent list of 3600 libraries of buying importance in U. S. and Canada. Price $5 net, Office of the PUBLISHERS' WEEKLY.

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Dorbon-Aine (of Paris). All French Books, new or old. 19 E. 57th St., New York.

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E. Steiger & Co., 49 Murray St., New York. Foreign Books and Periodicals of all kinds.

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Back numbers of magazines can be had at Abrahams Book Store, 145 4th Ave., N. Y.

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Back vols. and nos. of magazines supplied. Philadelphia Magazine Depot, 326 N. 10th St., Philadelphia, Pa.

We buy and sell periodicals—numbers, volumes and sets. H. W. Wilson Co., 958-964 University Ave., New York.

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Berard, Russian Empire and Czarism.
Bismarck, Letters to Wife, Sister and Others, 1879.
Bradley, Appearance and Reality, and Logic.
Brailsford, Macedonia, 1906.
Chirol, Middle Eastern Question, 1903.
Czartowiski, Memoirs and Correspondence, 2 vols.
Dicey, The Peasant State: Bulgaria in 1894.
Fisher, Finland and the Tsars, 1899.
Fitz-Gerald, Rambles in Spain, 136 illus.
Garibaldi, Autobiography, 3 vols., 1889.
Hatch, Growth of Church Institutions.
Hinsdale, Old Northwest.
Lacroix, Manners, Custom, and Dressing During M.A.
Lodge, George Cabot.
Lovett, Manual of Foreign Exchange, 1872.
Mahan, Sea Power and War of 1812, 2 vols.
Martin, Greece in 20th Century.
Mill, Examination of Hamilton.
Miller, The Balkans, Putnam, 1908.
Newman, Kossuth's Speeches in America.
Oman, Art of War in Middle Ages, 1898.
Pirie-Gordon, Innocent the Great.
Schopenhauer, World as Will and Idea.
Semple, Influence of Geographic Environment.
Senior, Conversations with M. Thiers, 2 vols.
Siebert, Underground Railroad.
Stead, Servia by Servians, 1909.
Stevenson, History of Montenegro, 1912.
Tompkins, Bibliotheca Jeffersonia, 1887.
Wheeler, History of N. C.
Whittaker, Neo-Platonism.
Wood, Elements of Analytical Mechanics.
Workman, Evolution of Monastic Ideal.

NOTICE

We would very much appreciate the return to us of any copies of the PUBLISHERS' WEEKLY for November 15 that our subscribers can spare. Will exchange for any special issues of the past year, copy for copy.

THE PUBLISHERS' WEEKLY.

American Baptist Publication Society, 514 N. Grand Ave., St. Louis

Mrs. Lutze's The Story of A Whim, new or second-hand.
American Commentary, second-hand set of 7 volumes to retail for about $5.00.

American Photographic Publishing Co., 221 Columbus Ave., Boston

Adeline's Art Dictionary, New York, 1891.
Scott, Bibliography of William Morris.
Forman, The Books of William Morris.
Brewster, The Stereoscope.
Brewster, The Kaleidoscope.
Oliver Wendell Holmes, The Sterescope.

Arcade Book Shop, 223 N. Eighth St., St. Louis

Jekyll, Gardens of Small Country Houses, Scribner,

Egmont H. Arens, 17 West 8th St., New York

Leaves of Grass, Mitchell Kennerly, India pap. ed.
The Heavenly Death, Walt Whitman.

Associated Students' Store, Berkeley, California

Symonds, Introduction to Study of Dante, Macmillan importation, out of print.
Symonds, Studies in Greek Poets, 2 vols., Macmillan, out of print.
Dearmer, Ornaments of the Ministers of the Church, out of print, Young Churchman Company.
Lewes, Biographical History of Philosophy from its Origin in Greece Down to the Present Day, 801 pages, Appleton, out of print.

L. S. Ayres & Co., Inc., Indianapolis, Ind.

Whole or part set of Gadshill Dickens, in good condition.
The Genius, Dreiser.

Barnes & Noble, 31 West 15th St., New York

Fleming's Guy Earlscourt's Wife.

Barnie's Bookery, 725 E St., San Diego, Cal.

Rudder, 1902, or Mar., Apl., May, June, July, Oct.. Model Yachtsman any nos.

N. J. Bartlett & Co., 28 Cornhill, Boston, Mass.

Hodge's Fountain Abbey.
Pater titles, Macmillan red cloth ed.

C. P. Bensinger Co., Codebook Dealers, 25 Whitehall St., New York

Western Union Universal Code.
A B C Fifth—A1 Telegraph Code.
Lieber's Standard Code.
Any Amer. Foreign Code.
Ribeiro Portug. Code.
Kelly's Directory of World.

Benziger Brothers, 214 W. Monroe St., Chicago

The Genius of Christianity, Chateaubriand.
American Ecclesiastical Review, Philadelphia, complete set.
Ante Nicene Fathers, 10 vols., Scribner.
Nicene and Post Nicene Fathers, 10 vols., Scribner.
Homeletic Review, Wagner, New York, complete set.

Benziger Brothers, 36 Barclay St., New York

Wirth Sermons, new and old.

Blake, 219 Montgomery St., San Francisco

Memoirs of Casanova.
Good set of Dumas.
Half Hours with the Best Composers, published in 1910, by the Musicians League of America, 10 vols.
Davis, Scribner Subscription ed., cloth, 12 vols.
Barrie, Scribner Subscription ed., cloth, 12 vols.
Kipling, Scribner Subscription ed., cloth, 27 vols.
Butler's Resources of Monterey County, pub. in San Francisco, 1875.
Reasons for the Division of Monterey County.
California, issued by Davision Com. of Monterey County, published in San Francisco, Winterburn.
History of Tehama County, California.
McMaster, Histories of the U. S.
James Ford Rhodes, History of U. S.
Elson, Woodrow Wilson and Fiske on the United States, (Complete works wanted.)

Bobbs-Merrill Co., 185 Madison Ave., New York

Hearts Haven, Blake.
Road to Providence, Daviess.
Andrew the Glad, Daviess.
Rose of Old Harpeth, Daviess.
The Man of the Hour, Thanet.
By Inheritance, Thanet.
Stories that End Well, Thanet.
Stanton Wins, Ingram.
The Yellow Letter, Johnston.
Empire Builders, Lynde.
The Best Man, MacGrath.

Bookshop for Boys and Girls, 264 Boylston St., Boston

Olcott, George Eliot, Scenes and People in Her Novels, Crowell.
Where American Independence Began, Houghton M.

Brentano's, Fifth Ave. and 27th St., New York

Riker's History of Harlem.
Maria Edgeworth's Works.
Poynter's National Gallery, 3 vols.
Rawlinson's Heroditus, 4 vols.
Tweedie's Arabian Horse.
Milman's Horace, 2 vols.
Poems by Alice and Caroline Duer.
The Monk, Lewis.
Fore and After, Chatterton.
Travels in the Confederation, 1783-84, Schropf.
Ordnance and Gunnery, Lissac.
Characters, Bruyere.
End of a Coil, Warner.
More Money for the Public Schools, Eliot.
Iceland Fisherman, Loti.
Wanderings in China, Cummings.
Travels, Bernier.
Chow Chow, Dembar.
Ancient Cities of the New World, Charnay.
Crime of Sylvester Bonnard.
Phra the Phoenician, Arnold.
Hieman Nature in Politics, Wallas.
American Parties, Michels.
India, Holdich.

BOOKS WANTED—Continued

Brentano's—Continued

The Cook's Decameron, Waters.
Candles in Wind, Diver.
American Revolution in School Text Book, 6 copies, Altschul.
Life of Sarah Bernhardt, Huret.
Cuckoo Clock Tapestry, both in one vol., Molesworth, Crane.
Metternick, Life and Career, Sanderman.
Among Great Masters of Music, Rowland.
Nellie's Memoirs, Carey.
The Soridan, Kumm.
Letters, Coleridge.
Come Out to Play, Irwin.
The Marigold Garden, Greenaway.
Ridan the Devil, Becker.
His Native Wife, Becker.
Helen Adair, Becker.
Tessa and the Trader's Wife, Becker.
Handbook of Asia, Murray.
Theory of Psychoanalysis, Juing.
Wild Fruits of the Country Side, Hulme.
The Many Sided Roosevelt, Douglas.
With Roosevelt from the Jungle Through Europe, Allen.
Theodore Roosevelt to the Citizen, first ed., Riis.
Fanceful Flower Cities, Bigham.
Reminiscences, D. Cheney.
Primer of Political Economy, 12 copies.
The Country Day by Day.
The Art of Discovery, pub. about 1877, Gore.
Sardonics, Lyon.
The Court of the Tulleries, Vizetelly.
Daily Notes of a Trip Around the World, Howe.
The Home of Defence, Benson.
Spain, Hannay.
Master Rogue, Phillips, 2 copies.
Useful Tables for Business, Milleuer.
Baldwin's Orchids, Gibson.
The Psychology of Artistic Singing, 1886.
Christmas Carol Ancient and Modern, Sandy.
Happy Thought, Burand.
Comedies, Plantus.
Gem and Gem Minerals, Farrington.
Paper on Psycho-Analysis, Jones.
Talking Points and Selling Arguments, Holman.
History and Power of Mind, Ingelese.
Hoof Beats, Hichman.
Riversions of Form, Harrington.
Brave Hearts, Fraser.
Yalueh Christ, pub. 1854.
Seven Golden Candle Sticks, Hill.
Good Samaritan, Andrews.
Diary of a Lost One.
Electricity and Its Everyday Uses, Woodhull.
Middle Years, Tynam.
Story of the Foreign Section Called Lost Sheep, Lhortt.
The Woman, the Man and the Monster.
History of the United States, Nye.
Paper Technology, Lindall.
Four Epochs of Life, Muncie.
Dwellers on Two Planets, Baumgards.
Pictorial Composition, Poore.
Bowmen and the Angel of Mons, Machen.
Essays of Natural History, Waterton.
Survival of Man, Lodge.
Poland, The Knight Among Nations, Van Norman.
Cowise in Narrative Writing, Buck & Norris.
Ceremonial Magic, Waite.
Garden of Fate, Wall.
Root of the Evil, Grossit.
Octopus, Norris.
The Art of Figure Training.
Art, The Handmaiden of Beauty.
History of German Literature, Francke.
Life and Letters of Byron, 1 vol., Moore.
Life and Letters of Macaulay, Trevelyan.
Great Women of Pioneer Times, by London Knight.
Therese Raquin, Zola.
Rodman in the Boatsteerer, Becker.
Edward Barry, South Sea Pearler, Becker.
Notes from My South Sea Log, Becker.
J. Anus in Modern Life, Petrie.
Sonya Kavalevsky, Century.
One copy each of Pascal Beverly Randolph, has written about six books most of them pub. Elias Pub. Co.

Brentano's—Continued

The Pit.
Frenzied Finance, Lawson.
Black Friday.
Brown Studies, Beeler.
Theory of Pure Design, Ross.
My Mamie Rose, Kildare.
Jerusha Rugg Papers, Augusta.
Lady of the Blue Motor, Patermaster.
Londoners, Hichens.
Further Side of Silence, Clifford.
Life of Turgot, in English, Condorect.
The Historical Sketch of the Progress of the Human Mind, Condorect.
Sexual Life of Our Times, Bloch.
Mysteries of City Life, Rees.
Scenes and Adventures in Spain, Poca Mos.
A Summer Jaunt Across the Water, Smith.
Moore's Select Library, nos. 4 and 5, vol. 2.
Life and Work of Lawrence Stern, Cross.
The Land of the Cliff Dwellers, Chapin.
The Candle of Vision, A. E.
Milmine, Life of M. Baker Eddy.
Heart of My Heart, Fitzgerald.
Twenty Years in Congress, Blaine.
The Franconia Stories, 10 vols. in 6, Anderson.
Words, Their Use and Abuse, Mathews.
Christmas Carol Ancient and Modern, Sandy.
Grammar on Coloring, Field.
Color, Church.
Color Notation, Munsell.
Our West Indian Neighbors, Ober.
Capt. of Adventure, Popoch.
Harmonics of Evolution, Huxley.
Reality and Matter, T. K.
Private War, D. P.
Entire Set of Walter Pater's Works.
Imaginary Portraits, 2 copies.
An Englishwoman's Letters.
Historic Families of America, 1907, vol. 2, Spooner.
Eighteen Nineties, Jackson.
Great Work.
The Phillippine Islands.
Marie of Arcady.
Confession of a Macedonian Bandit Told in the Garden of Araby.
Life of D. D. Holmes, by his Wife.
Cordelier Spiral Way, Watkins.
Complete Photographer, Bailey, 2 copies.
An Enemy to Society.
Atala, Remarque Series, Chateaubrand.
Circus Day, Ade.
In Babel, Ade.
In Pastures New, Ade.
Sultan of Sula, Ade.
True Bills, Ade.
Modern Fables, Ade.
Little Stories of Our Country, Ade.
Ole Mars an Ole Miss, Goldsborough.
Old Clocks and Watches and Their Makers, Brittin.
The Dodge Club of Paris, Demille.
Small Edition Poems, Henley.
The Country of the Blind, Wells.
Moll Flanders, De Foe.
Impressions of Japanese Architecture and the Allied Arts, Cram.
Blessed Damosel, illus. by Cenyon, Cox edition, 1886, pub. Dodd, Mead.
Jose, Valdes.
Sobotta and McMurrich Atlas, vol. 3.
Essays, Beerbohm.
Lectures in America, Kingsleys.

The Brick Row Print and Book Shop, Inc., 104 High St., New Haven, Conn.

Physical Phenomena, Parrington.

Albert Britnell, 815 Yonge St., Toronto, Canada
[Cash]

Bascom's Political Economy.
Bernard, Co-operation as a Business, 1881.
Bigelow, Tariff Policy, 2nd ed., 1877.
Bowen, American Political Economy, 1870.
Butts, Protection and Free Trade, 1875.
Carey, Principles of Political Economy, 3 vols.
Carey, Principles of Social Science, 3 vols.
Clark, Capital and its Earnings, 1888.
Colton, Public Economy in U. S., 1848.
Colwell, Ways and Means of Payment, 1859.
Gilman, Profit Sharing, 1889.
Goss, Tariff Administration U. S., 1891.

BOOKS WANTED—Continued

Albert Britnell—Continued

Grosvenor, Does Protection Protect. 1876.
Hamilton, Alex, Works, 4 vols., 1855.
Mill, Political Economy, edited by Laughlin.
Patten, Economical Principles of Protection.
Pidgin, Practical Statistics of Boston, 1888.
Rae, New Principles of Politcial Economy.
Raymond, Thoughts Political Economy, 1820 or 1823.
Schwab, History of New York Property Tax.
Smith, Manual of Political Economy, 1853.
Stebbin, American Protectionists Manual, 1883.
Thompson, Protection to Home Industry, 1886.
Walker, Science of Wealth 1866 or 1872.
Walker, Doctrine of Rent and Wages, 1891.
Walker, Source of Business Profits, 1887.
Walker, Wages Question, 1891.
Warner, Co-operation in West, 1887.
Wayland Elements of Polit. Economy, Chapin, 1881.

Brooklyn Museum Library, Eastern Parkway and Washington Ave., Brooklyn, N. Y.

Proceedings of the London Zoological Society for 1851-1863.

Brown & Baker, 1140 Fort, cor. of Pauahi St., Honolulu, Hawaii

Hind, H. Lewis, Turner's Golden Vision.
Greene, W. L., Vestiges of the Moulten Globe, 2 vols. or vol. 1.
Sinclair, Mrs., Flora of the Hawaiian Islands.
Aves Hawaiiensis.

Bryant & Douglas Book & Stationery Co., Kansas City, Mo.

Romany Rye, George R. Sims.

Burrows Brothers Co., 633 Euclid Ave., Cleveland, O.

Nature of Man, Metehnikoff.

Central Book Co., 93 Nassau St., New York

Stephens, History of Criminal Law in England, 3 vols., 1883.
Keener's Cs. Equity Jurisprudence, vol. 1.
Wines Laws of the Ancient Hebrews, 1853.

City Library, Springfield, Mass.

Hammond's Business Atlas of Economic Geography.
Mulford, Your Forces and How to Use Them, vol. 5.
Sydney, W. C., England and the English in the Eighteenth Century, Macm., 2 vols., vol. 1 or complete set.

The John Clark Co., 1486 W. 25th St., Cleveland, O.

Albright, Descriptive Writing.
Baxter, A Godchild of Washington.
Eliot, Charles Eliot, Landscape Architect.
Dickens' Works, Gadshill edition.
Dickens, Anything by or relating to.
Doran, Monarchs Retired from Business.
Foster, Argumentation and Debating.
Flaxman's Drawings, with Descriptions by Sidney Colvin.
Greenough and Kittredge, Words and Their Ways in English Speech.
Grabo, The Art of the Short Story.
Glyn, Elinor, Three Weeks.
Harte, Bret, Complete Works.
Lewis, History of the English Paragraph.
Maryland Historical Magazine, vol. 2, no. 2.
Muir, Nationalism and Internationalism.
No Man's Land, Sapper.
Parton, Life of Aaron Burr.
Read, Wives of the Prophet.
Roosevelt's Autobiography.
Following by Saltus, Francis:
Bayadere and other Sonnets.
Dreams After Sunset.
Flasks and Flagons.
Shadows and Ideals.
Witch of Endor.
Fact and Fancy.
Mount of Olives.
Wade, Thomas, Any books by, or any manuscripts and letters in the handwriting of.

William M. Clemens, Hackensack, N. Y.

Life of Gen. Winfield Scott.
D. A. R. Lineage Books, vols 2 and 4.
Habersham Collections, vols. 2 and 3.

William M. Clemens—Continued

Odd numbers Genealogical Magazines in lots.
Genealogies, all kinds.
S. Car. Historical Magazines.

Colesworthy's Book Store, 66 Cornhill, Boston

A B C of Stock Market, Dow.
Dreams of the Dead, Stanton.

Columbia University Press Bookstore, 2960 Broadway, New York

Russell, The Greatest Trust in the World.
Sinclair, The Jungle.
Turner, Barbarous Mexico.

Dawson's Book Shop, 518 So. Hill St., Los Angeles, California

Viaud, Loti, Book of Pity and of Death, Eng. text.
Jackson, A. V., Persia, Past and Present.
Jackson, A. V., Zoraster, Prophet of Iran.
Price, W. T., Analysis of Play Construction.

Dodd, Mead and Company, Fourth Ave. and 30th St., New York

The Strange Case of Eleanor Cuyler, Kingsland Crosby.

Peter Eckler Publishing Co., P. O. Box 1218, New York

New York City Directory, second-hand.

Paul Elder & Co., 239 Grant Ave., San Francisco

The Russian Ballet, A. E. Johnson.
The System, Franklin Hichborn.
All books on "Preference" from London or Paris.
It is a Russian National Game, in English if possible, if not in Russian or French.
Eugenics of Evolution, Florence Hunlety.
Frank Brangwyn and his Work, Walter S. Sparron.

Geo. Engelke, 855 No. Clark St., Chicago [Cash]

Van der Nailen in the Sanctuary.
Van der Nailen, Balthazer the Magus.
Moors, Catholici or Ages of Faith.
Cassels, Cyclopedia of Geography.
M. Collins, When the Sun Goes North, 6 copies.
Classic Bible, 4 copies.

H. S. Friedman, 850 Eastern Parkway, Brooklyn, N. Y.

Cellini, Autobiography.
Dreiser, The Genius.

Gardenside Bookshop, 270 Boylston St., Boston

Twain, Tom Sawyer, first edition.
Dickens, Tale of Two Cities, 12mo, T. B. Peterson, Philadelphia.
Du Maurier Peter Ibbetson, first editions.
Du Maurier, The Martian, first editions.
Du Maurier, Trilby, first editions.
Arias the Libyan.
H. Marion Sims, Story of My Life.

Christian Gerhardt, 25 West 42d St., New York

Eager, History of Orange Co., N. Y.
Picture of Slavery.
Lang, The Blue Fairy Book
Lang, The Green Fairy Book.
Moore, Story Tellers Holiday.
Bunnier, Made in France.
Thoreau, Winter, 1888.
Thoreau, Summer, 1884.

Alfred F. Goldsmith 42 Lexington Ave., New York

In Re Walt Whitman, Bucke.
Walt Whitman, a Study, Symonds.
Binns, Life of Walt Whitman.
Any books about alt Whitman.
Any books by Walt Whitman.
Leaves of Grass, 1855, 1856, 1867, Whitman; Author's ed., 1876.
Two Rivulets, 1876, Whitman.

Goodspeed's Book Shop, 5A Park St., Boston

Abbott, Franconia Books: Rollo in Holland, old eds.
Adams, C. F., Life in New England Town.
Adams, Henry, Education of, Mont St. Michel.
Ames Almanac, 1769.
Barnstable, Mass., 300th Anniv. of Church.
Beauchamp, Iroquois Trail, 1892.

BOOKS WANTED—Continued

Goodspeeds' Book Shop—Continued

Belknap, Jeremy, The Foresters, first ed.
Belpnap Jeremy, Hist. of N. H., first ed.
Benson, Etchings and Drypoints.
Bourke, J .G., Snake Dance of Moquis of Arizona.
Bridgehampton, L. I., Memorials of.
Buckrose, Bachelor's Comedy.
Cape Vincent by Casler, 1906.
Cecil Co., Md., Johnstone.
Cockburn, Henry, Memoirs of.
Crockett, Sir Toady Lion.
Dabney, Defence of Va., 1867.
De Weere's Letters.
Dr. Ball's Experience in White Mts.
Doves Press, Caxton, by Winship, 1909.
Flushing, L. I., Hist. of.
Fountain, Paul Deserts and Forests of N. A.
Garnett & Gosse, English Lit. Grosset & Dunlap.
Grant and His Generals, Large print.
Hill, Life of Samuel Johnson, 6 vols., Harper.
Holland, J. G., Bay Path.
Holland Dames, Daughters of, 1st record of Soc. N. Y., 1907.
Hutchinson, Diary and Letters of, 2 vols.
Maine, Hist. of, by Wiliamson, vol. 2 or set.
Mathers, Colored Stars, H. M.
Maximillian's Travels.
Mich. Report Pioneer Soc. Detroit, 1880.
Murdock, Harold, Boston, Fire, 1872.
Parker Sir G., Lane That Has No Turning, Doubleday.
Prime, I Go Fishing, first ed., N. Y., 1873.
Print Collector's Quarterly, vol. 1, nos. 1 and 2.
Putnam, Israel, Essay on Life of, 1794.
Radot, Life of Pasteur.
Ryerson, Loyalists of Revol.
St. John, Black Republic.
St. Louis and Missouri, Hist. of, by Shepard, 1876.
Saugerties, N. Y., Hist. of, Bink, 1903, Kingston.
Savage, Minot, Life Beyond Death.
Schoolcraft, Notes on Iroquois 1846.
Sewall's Diary, 3 vols.
Shufeldt, R. W., M.D., Studies of Human Form, Ca., 1905.
Smith, Marchioness of Brinvillier, 1886.
Stallo, Concepts of Modern Philosophy.
Steele, Rev. Ashbel, Chief of Pilgrims, or Life of Brewster, 1857.
Tallantyre, Basset, Moffat, Yard.
Thoreau, Cape Cod, illus. by Watson, vol. 2, and set.
Thurston, The Mystics.
White Mts., Relief Map, Snow & Bradlee, Bost., 1872.
Genealogies:
Clapp Memorial.
Crapo, Certain Comeoverers.
McLean Souvenir, J. P. McLean.
Root.
Salisbury Memorials, vol. 3, pt. 2.
Shenck.

John W. Graham & Co., Spokane, Washington

A Book of the Beginnings, Gerald Massey, pub. E. P. Dutton Co.

Hall's Book Shop, 361 Boylston St., Boston

Arius the Libyan.

Hampshire Bookshop, 192 Main St., Northampton, Mass.

Chekhov, The Black Monk, Stokes.
Stapfer, Palestine in Time of Jesus Christ.
Morgan, C. L., Instinct and Experience.

Geo. Hargens, 2 Tillman Alley, San Francisco, Cal.

Sobotta and McMurrich's Atlas of Human Anatomy, 3 vols, Engl. ed., pub. by W .W. Saunders Co.
Hobson's Chinese Porcelains, 2 vols.

Charles F. Heartman, 129 East 24th St., New York

Auction Catalogue Frank Maier Collection.
American Silver Walpole Society.
Life of Dunlap, last vol. publ. by Dunlap Society.
Terneaux, Bibliography.
Gale, Pewter and the Amateur Collector.
Huish, Samplers and Tapestry Embroidery.
Early Newspapers in Runs.

Charles F. Heartman—Continued

Almanacs before 1799.
Early American Plays before 1820.
Books relating to American Furniture, Pewter, Silver, Antiques, etc., incl., excerpts and catalogues.
American Broadsides and single sheet publications.
Material relating to the American Revolution before 1799.
Material relating to the Constitution before 1799.

Wm. Helburn, Inc., 4118 Madison Ave., New York

Weaver, Gardens for the Small Country House.
Weaver, Small Country House of To-day.
Weaver, Small Country Houses, Their Repair and Enlargement.
Latham, In English Homes, any volume.
Latham, Italian Gardens.
Garner & Stratton, The Tudor Period.
Davie, Sussex & Kent.
Davie, Surrey.
Davie, Cotswold.
Parkinson, Shropshire.
Oliver, East Anglia.
The Georgian Period.
Cousins, Wood Carver of Salem.
Asher Benjamin, Any books.
Hurrell, Old Oak English Furniture.
Lyons, Colonial Furniture.
Platt, Italian Gardens.
Ditchfield, English Doorway Gardens.
Crane & Soderholtz, So. Carolina and Georgia.
Corner & Soderholttz, New England.
Chandler, Maryland and Virginia.
English Country Churches.
DeRicci, Louis Seize.
European and Japanese Gardens.

Hochschild, Kohn & Co., Howard St., Baltimore, Md.

Old Curiosity Shop, Dickens, New National ed., leather.
Clara Vaughan.
Molly Bawn.
Phyllis.
Red as a Rose is She.
Theatre of Today, Moderwell.
English Life and Manners in the Late Middle Ages.

The Holmes Book Co., 70 Third St., San Francisco

Todd's Students Manual, Rev. John Todd.

John Howell, 328 Post St., San Francisco, Cal.

Donnelly, Ragnarock.
Muller, Comparative Mythology.

George P. Humphrey, Rochester, N. Y. [Cash]

Martin Rolls, State N. Y., vols. 4, 5, 6, 8.
Campbell's Annals Tryon Co.
Phelps and Gorham's Purchase.
Partoria, Andrew Jackson, vol. 1, old blue cloth.
Life of Thornton Weed, vol. 1.

Illinois Book Exchange, 202 So. Clark St., Chicago

Russell on Crimes, 1877 edition, vol. 1 only or set.
Any Law Books, send list.

Hall N. Jackson, 719 Vine St., Cincinnati, O.

Shaw, Scotch-Irish in History.

U. P. James, 127 West Seventh St., Cincinnati, O.

Evolution of Immortality, McConnell, pub. Macm.

George Jeremiah, 202 W. 74th St., New York

Huntington, Trees in Winterr, Estes & Co.

Johnson's Bookstore, 391 Main St., Springfield, Mass.

Chester A. Reed, Wild Flowers, Plates in Natural Colors, list $2.50, Doubleday, Page.

Kansas State Normal School Library, Emporia, Kansas

Bagley, Educational Values, Macm., 25 copies.
U. S. National Museum Report, 1902.

Korner & Wood Co., 737 Euclid Ave., Cleveland, O.

Murray, The Prairie Bird, Warne.
Squee Biffin.
Evans, Capel Sion, Boni & Liveright.

Lemcke & Buechner, 32 East 20th St., New York

Williams and Calvert, Fiji and Fijians.
Burrill, Treatise on Circumstantial Evidence.
Bruce, Travels to Discover the Source of the Nile.
Partridge, Cross River Natives.
Schoolcraft, A Bibliogr. Catalog of Books, etc.

BOOKS WANTED—Continued

Lemcke & Buechner—Continued

Schoolcraft, Incentives to the Study of the Ancient.
Schoolcraft, Period of American History.
Schoolcraft, The Indian in His Wigwam.
Ramseyer & Kuhne, Four Years in Ashantee.
MacRitchie, The Ainos.
Colden, History of the Five Indian Nations, 2 vols.
Schoolcraft, The Red Race of America.
Schoolcraft, Suggestions for Travellers Visiting the Ancient Sites of Indian Occupancy in America.
Schoolcraft, Western Scenes and Reminiscences.
Forbes, A Naturalist's Wanderings in the Eastern Archipelago.
Schoolcraft, Algic Researches, 2 vols.

Liberty Book Store, 1150 Market St., San Francisco

The Bedford Family, Mrs. Law Bedford.
Occult and Astrology.

Library of Congress, Order Division, Washington, D. C.

Goldsmith, Milton, Fortunes and Dreams, New York, Sully & Kleinteich, 1917.
Binney, Charles Chauncey, Restrictions upon Local and Special Legislation in State Constitutions, Philadelphia, Kay and Brother, 1894.

Loring, Short & Harmon, 474 Congress St., Portland, Maine

Gems and Gem Material, Oliver.

McDevitt-Wilson's, Inc., Hudson Terminal Bldg., New York

Mark Twain, Roughing It, American Pub. Co., black cloth.
Hilliard, Abridgement of the Secret Doctrine.
Suffrin and Fitzgerald, Omar Khayyam.
King, Inner Life of Tao Tch.
Clocks and the Key.
Out of the Hurly Burley, by Max Adler, illustrated by A. B. Frost and others, Coates, Phila.
England, Darkness and Dawn.
Daniel Clark, Railway Machinery, London, 1855.

S. F. McLean, 248 So. Broadway, Los Angeles, Cal.

Hittell's History of Cal.
Colton's Three Years in Cal.
Self-Interpreting Bible, 4 vols.
The Bible, by John Chadwick.
Journal of Heredity, July, 1915.

Madison Avenue Book Store, Inc., 575 Madison Ave., New York

Life of Sir John Johnson, Stone.
Morgan's League of the Ho-de-mo-san-me or Iroquois.
Johnson's League of the Iroquois.
Edwards, Butterflys of North America.
Life of Timothy Murphy.

Henry Malkan, Inc., 42 Broadway, New York

Lear, Book of Nonsense.
Grimshaw, When the Red Gods Call.

Joseph A. Margolis, Madison Ave. and 91st St., New York

Pinkerton, Mollie McGuires.

Joseph Menchen, 729 Seventh Ave., New York

New or second-hand copies of the following books by Maurice Le Blanc:
The Crystal Stopper.
813.
The Blonde Lady.
Confessions of Arsene Lupin.
The Hollow Needle.
The Teeth of the Tiger.
By E. W. Hornung:
The Amateur Cracksman.
Dead Men Tell No Tales.
Raffles
A Thief in the Night.
Mr Justice Raffles.
Young Blood.

Methodist Book Concern, 150 Fifth Ave., New York

Our Southern Highlanders, Kephart.

Miller's Book Store, 64 No. Broad St., Atlanta, Ga.

John Burt, F. V. Adams.

N. Y. Medical Co., 45 East 42d St., New York

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